

# SCHEDULE OF BUSINESSES AVAILABLE

July 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 |
| Food & Beverage  | 8 |
| Retail           | 8 |
| Footnotes/Legend | 9 |

## New Engagements

**#0824 Custom Glass Installation Company** **5**

## Changes

**Updated: #0823 Profitable Industrial Equipment Service, Repair, and Manufacturing** **6**

**ONE PAGE SUMMARIES ARE AVAILABLE ON OUR WEBSITE AT: [WWW.FBB.COM](http://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, RELOCATABLE #0723

**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
- Relocatable
- Strong Vendor Alliances
- Recession Resistant
- Stable & 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. **With Gross Revenue of \$8.2 million and Income exceeding \$2.7 million for Quarter 1, 2024, the company expects to exceed the 2023 performance.** 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 company in a related construction field seeking to expand into Colorado and other states; or (3) a private equity group with a GC firm in their portfolio.

**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



**CONSTRUCTION**

**Custom Glass Installation Company - #0824**

**NEW**

**About This Business**

This company has been in business for over 20 years. It installs custom manufactured glass and glass products for both commercial and residential projects. Much of the work is for contractors building homes, multi-family developments and commercial projects. Products range from frameless shower doors to handrails and mirrors, all items are measured and manufactured for a custom space. A smaller amount of work is for window installation. The company is located west of Denver in a nature lover's paradise, from skiing to hiking, and anything in between. There are many growth opportunities for the company. The owner is ready to retire, however, willing to train a new buyer. The potential for growth is immense due to continued development and re-development of the geographic area. The real estate is available for purchase but the owner is open to establishing a lease with the new owner to occupy the space as well.

**Business Attributes**

- Strong Brand Name
- Trained Staff Remaining
- Diversified Customer Base
- Solid Vendor Alliances
- Long History
- Growing Earnings Base

**Financial Information**

|                    |                  |
|--------------------|------------------|
| <b>Gross Sales</b> | <b>\$932,924</b> |
| <b>SDE</b>         | <b>\$346,651</b> |

|                     |                  |
|---------------------|------------------|
| <b>Asking Price</b> | <b>\$945,000</b> |
| <b>Real Estate</b>  | <b>\$600,000</b> |

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

**SERVICE**

**Residential Gutter & Roofing Company #0324**

**About This Business**

This long standing roofing and gutters business offers top-quality installation, repair, and maintenance services to residential clients. It includes a well-established base of qualified subcontractors. The business has a long history of servicing all types of roofing, gutter, and related construction needs with a high satisfaction rate. The business has a loyal customer base and referral network and is well positioned for continued success in their market. It enjoys repeat business that is driven by expertise offered to customers on both the insurance and construction process. This business is considered a valued vendor based on how their customers save in both time and money. We believe this opportunity would be appealing to both an independent general contractor and an industry-related strategic acquirer.

**Business Attributes**

- Project Backlog
- Great Reputation
- Strong Referral Base
- Proven Business Model

**Financial Information**

|                    |                    |
|--------------------|--------------------|
| <b>Gross Sales</b> | <b>\$2,309,423</b> |
| <b>SDE</b>         | <b>\$467,795</b>   |

**Business Asking Price** **\$975,000**

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



## SERVICE

### Dog Daycare, Boarding & Grooming w/Real Estate - #0124

#### About This Business

This well-regarded doggie daycare facility located in Southern Colorado is situated in a high-traffic location. In addition to interactive daycare and self-service dogwashes, it offers boarding and grooming services. The facility is custom built and well-equipped to provide canine family members with physical exercise and socialization, in a safe and cleanly environment. Priced at \$2.1M (subject to appraisal), the building is to be purchased simultaneously with the business. The company has a great online presence with exclusively 5-star reviews. In addition to YoY growth, management believes the business has more growth potential that could include expanding on current services and/or further development of the property and expansive lot.

This opportunity would be appealing to a variety of buyers including (1) an experienced entrepreneur wanting an established business in a growing industry, (2) someone who loves dogs and would like a "lifestyle" business, and (3) a pet industry related strategic acquirer.

#### Business Attributes

- Experienced Staff in Place
- Well-Established Growing Community
- Consistent Revenues and Profits
- Opportunities for Expansion
- Active Customer Base
- Long History
- Prime Real Estate

#### Financial Information

|                    |                  |
|--------------------|------------------|
| <b>Gross Sales</b> | <b>\$455,262</b> |
| <b>SDE</b>         | <b>\$243,825</b> |

\*SDE calculations are combined for both business and real estate.

|                    |                    |
|--------------------|--------------------|
| <b>Business</b>    | <b>\$210,000</b>   |
| <b>Real Estate</b> | <b>\$2,100,000</b> |

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

### Profitable Industrial Equipment Service, Repair, Mfg. #0823

#### 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

|                    |                    |
|--------------------|--------------------|
| <b>Gross Sales</b> | <b>\$1,257,154</b> |
| <b>SDE</b>         | <b>\$329,644</b>   |

|                              |                    |
|------------------------------|--------------------|
| <b>Business Asking Price</b> | <b>TBS</b>         |
| <b>Real Estate</b>           | <b>\$1,400,000</b> |

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



### SERVICE

## Civil Engineering Firm - #0923

#### 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

## 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. 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)*



**FOOD & BEVERAGE**

**Popular Destination Coffee Shop & Restaurant #0224**

**About This Business**

This well-known drive-thru coffee shop and quick serve restaurant has become the go-to destination for locals and visitors alike, serving gourmet coffee and tea, breakfast and lunch menus, including vegetarian, vegan and gluten-free options. With a convenient drive-thru, and an outdoor patio, patrons can enjoy dine-in or takeout. The establishment features a prime location that attracts a steady stream of traffic. Residents, local workers and tourists are drawn to the its convenient accessibility and inviting ambiance. The business has excellent community recognition and a great reputation, paving the way for a new owner to take the business to the next level. The beautiful outdoor space offers the perfect backdrop to host events for an array of experiences including live music, weddings, corporate gatherings, parties and other events. We believe this would be a great opportunity for an established venue or hotel operator, or a catering provider.

**Business Attributes**

- Unique Location
- Trained Staff Remaining
- Consistent Sales
- Turn-Key Operations
- Growth Opportunities
- Outstanding Reputation

**Financial Information**

**Gross Sales**                      **\$2,314,080**  
**SDE**                                      **\$271,764**

**Business Asking Price**      **\$580,000**

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

**RETAIL**

**High-End Liquor Store w/Real Estate - #0424**

**About This Business**

This is a unique opportunity to own a large liquor store with the real estate in a growing, Colorado Front Range community with a healthy mix of local clientele and a steady stream of customers from nearby outdoor attractions. Established for over 50 years, the store is a very well-known destination spot with knowledgeable staff. Located next to main highway, the facility is beautifully designed as the owners have taken great pride in creating a customer friendly atmosphere that is engaging, stocking plenty of the popular products, as well as many unique items for specialty connoisseurs. The combination of business and real estate makes this an appealing acquisition for an industry buyer looking for an additional location or a synergistic retailer looking to fully leverage the strong customer base beyond liquor sales.

**Business Attributes**

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

**Financial Information**

**Gross Sales**                      **\$3,815,117**  
**SDE**                                      **\$464,700**

\*SDE calculations are combined for both business and real estate.

**Business**                                      **TBS**  
**Real Estate**                              **\$4,325,000**

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





## FOOTNOTES/LEGEND

### **Footnotes and Legend to the Schedule of Businesses**

**TBS** (To Be Suggested by Purchaser)

**TTM** (Trailing Twelve Month)

**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.