

# SCHEDULE OF BUSINESSES AVAILABLE

September 2024

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

## 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** **\$888,995**

**Adjusted EBITDA** **\$8,711**

Jan 1—Jun 30 YTD Gross Sales are \$723K and Adj. EBITDA is \$310K

**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**

**Well-Established Coffee Roaster & Distributor - #0824 **NEW****

**About This Business**

This coffee roastery and distributor was founded by the current owner and has built up a reputation for sourcing exceptional green coffee, producing consistently high-quality roasted coffee beans and delivering unparalleled service. The business offers a unique selection of coffee products, including its own freshly roasted coffee, exclusive blends not available in large retail chains, a variety of teas, and non-coffee beverages at very competitive pricing. The seller is committed to a smooth transition, offering to train the new owner in the various aspects of the business for a negotiated period. Significant potential exists to grow the business by increasing production capacity, expanding the customer base, providing new products and entering new sales channels. Whether you're an existing commercial coffee vendor or restaurant supplier looking to expand your offerings, or an entrepreneur looking to enter the industry, we believe this is an attractive opportunity to establish yourself in the thriving coffee distribution sector.

**Business Attributes**

- Establish, Repeat Customer Base
- Growing Market
- Convenient Online Ordering
- Fair Trade Certified Coffee
- Turnkey Operations
- Growth Opportunities

**Financial Information**

**Gross Sales** **\$1,084,873**  
**SDE** **\$306,388**

**Asking Price** **\$998,500**

**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. 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

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

Jan 1—Sep 30, 2023 Gross Sales \$3,672,728 with SDE of \$244,035

**Asking Price** **TBS**

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

## 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

<b>Gross Sales</b>	<b>\$2,398,726</b>
<b>SDE</b>	<b>\$847,450</b>

The above is TTM thru June 2024 and based on Seller's internal financial statements.

**Asking Price** **TBS**

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



**CONSTRUCTION**

**Custom Glass Installation Company - #0924**

**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**

**Gross Sales** \$932,924  
**SDE** \$346,651

**Asking Price** \$945,000  
**Real Estate** \$600,000

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

**SALE PENDING**

**SERVICE**

**NEW**

**Consistently Profitable Turf Installation Company #0624**

**About This Business**

This company has grown tremendously and been profitable since year 1. It is primed for growth throughout Colorado and potentially into neighboring states. The owners believe the turf product the company installs is highly superior to its competitors and appeals to customers looking for a more sustainable, less water intensive solution for their landscaping. Vendor alliances save the company money on freight and streamline operations for quicker turn times and improved working capital. Install teams are trained with managers/supervisors able to handle day-to-day operations and on-site work. Its reputation through word-of-mouth and online reviews is phenomenal and customers are finding it online even in areas the company is not actively marketing within.

**Business Attributes**

- Strong Brand Name
- Trained Staff Remaining
- Easy to Run
- Strong Vendor Alliances
- Great Franchise Support
- Growing Earnings Base

**Financial Information**

**Gross Sales** \$1,403,387  
**SDE** \$312,092

**Business Asking Price** \$945,000

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



### SERVICE

## Thriving Pediatric Practice, CO Mtn Town - #1224

**NEW**

#### About This Business

This established pediatric practice, located in a highly desirable Colorado Mountain Town, presents a rare opportunity for growth and expansion. The current owner operates with a light schedule, seeing just 12 patients per day over 4 days a week, leaving the practice significantly underutilized.

For a new, ambitious owner, there is enormous potential to increase patient volume, expand hours, and even add more exam rooms or practitioners. Located near schools and a family-centric community, this practice enjoys steady demand with minimal competition, positioning it perfectly for growth.

#### Business Attributes

- Strong Brand Name
- Trained Staff Remaining
- Significant Growth Potential
- Minimal Competition
- Beautiful, Prime Location
- Long History
- Blocks from Schools
- Owner will Transition

#### Financial Information

<b>Gross Sales</b>	<b>\$554,465</b>
<b>SDE</b>	<b>\$213,638</b>

The numbers above are a 3-year average.

**Asking Price** **\$539,000**

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

## Profitable Rural HVAC Company #1324

**NEW**

#### About This Business

This well-established HVAC company, based in Southern Colorado, has demonstrated steady growth and resilience both before and after the pandemic. The business serves a diverse clientele, including both commercial and residential customers across several small rural communities within a 100-mile radius of its location. With a solid reputation and a strong foothold in the region, this company is well-positioned for expansion and would be an excellent acquisition for an industry buyer looking to dominate the Southern Colorado market. For an experienced entrepreneur seeking a stable business with significant growth potential, this HVAC company offers a unique opportunity to build on its existing success and expand its reach even further. The current owner has a general manager in place running the daily operations and is committed to ensuring a smooth transition (time negotiable).

#### Business Attributes

- Established Reputation
- Trained, Experienced Staff
- Steady Growth
- Strong Vendor Alliances
- Real Estate Available

#### Financial Information

<b>Gross Sales</b>	<b>\$2,005,243</b>
<b>SDE</b>	<b>\$401,146</b>

The above numbers are from the TTM financials.

**Asking Price** **TBS**

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

### SERVICE

## Lucrative Check Cashing Business - #1124

**NEW**

#### About This Business

This check cashing business is a long-standing and trusted service provider in the community, ideally situated in a high-traffic area with affordable rent and consistent revenue. The excellent service offered has built a loyal customer base, leading to frequent referrals from neighbors, friends, and colleagues, which in turn attracts new customers. The business is currently owner-operated, and the owner is willing to provide training to the new owner. The location also offers room for expansion, allowing for the addition of new services or merchandise. There are several opportunities for further growth. The customer base primarily consists of local workers and residents who receive regular paychecks and rely on a convenient and dependable way to access their funds. A potential buyer should be prepared to either manage the shop personally or hire staff to operate it under supervision. This acquisition will require the buyer to obtain Money Services Business (MSB) financing and banking to include sufficient working capital.

#### Business Attributes

- Trusted Community Provider
- Long History & Repeat Business
- Diverse Clientele
- Great Location
- Easy to Run
- Stable & Growing Earnings

#### Financial Information

**Gross Sales** \$1,038,819  
**SDE** \$612,104

**Asking Price** \$2,200,000

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

## Trusted HVAC & Refrigeration Service Company - #0724

#### About This Business

This well-established business has built a strong reputation for delivering high-quality heating, ventilation, and air conditioning services to a diverse range of residential, commercial, and industrial clients. Its longevity in the industry highlights its long-standing reputation and the trust it has earned within the community. Strategically located in a growing market, the company benefits from ongoing demand driven by Denver's expanding residential and commercial sectors. The business is supported by a skilled team of HVAC professionals and equipped with modern tools and technology, ensuring efficient service delivery and high customer satisfaction. There are significant opportunities for expansion, including increasing service contracts and leveraging digital marketing to attract new customers. This HVAC company presents a turn-key investment opportunity for buyers seeking a well-established, profitable business with a strong market presence and growth potential. It is ideal for industry professionals or investors looking to capitalize on a thriving operation in a dynamic market. The founder is now seeking a successor to take the helm and is committed to ensuring a smooth transition, providing training and support to the next generation of leadership.

#### Business Attributes

- Strong brand name with long history
- Recession Resistant
- Skilled Technicians
- Stable Earnings Base
- Diversified Client Base
- Prime Market Location

#### Financial Information

**NEW**

**Gross Sales** \$3,282,207  
**Adjusted EBITDA** \$304,077

The numbers listed above are a 3 year average. Gross sales for Jan—Jun 2024 are \$1,880,958 and Adjusted EBITDA is \$425,384.

**Business** TBS

**Contact** Rob Amerine  
 rob@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>
<b>Business Asking Price</b>	<b>\$975,000</b>

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

## 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

<b>Gross Sales</b>	<b>\$2,310,597</b>
<b>SDE</b>	<b>\$765,598</b>
<b>Business</b>	<b>\$2,479,000</b>

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





### SERVICE

## 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

## Last Mile Logistics Company: Expansion Ops - #1024

### 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
- Trained Staff
- Stable & Growing Earnings
- Strong Vendor Alliances
- Long History
- Expansion Opportunities

### Financial Information

<b>Gross Sales</b>	<b>\$1,171,112</b>
<b>SDE</b>	<b>\$108,677</b>

Gross sales Jan. - June 2024 are \$743,149 and SDE is \$283,653.\*

*\*In 2023, the business changed locations and incurred additional expenses and operating disruptions.*

**Asking Price** **\$595,000**

**Contact** Chris Fagnant  
chris@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. 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**

<b>Gross Sales</b>	<b>\$667,952</b>
<b>Adjusted EBITDA</b>	<b>\$185,293</b>

<b>Asking Price</b>	<b>TBS</b>
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

<b>Gross Sales</b>	<b>\$2,314,080</b>
<b>SDE</b>	<b>\$271,764</b>

<b>Business Asking Price</b>	<b>\$580,000</b>
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**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

<b>Gross Sales</b>	<b>\$3,815,117</b>
<b>SDE</b>	<b>\$464,700</b>

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

<b>Business</b>	<b>TBS</b>
<b>Real Estate</b>	<b>\$4,325,000</b>

**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.