

SCHEDULE OF BUSINESSES AVAILABLE

March 2025

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

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

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



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 **\$3,316,732**

Gross sales above are for the fiscal year July 1, 2023 through June 30, 2024.

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

Business Asking Price **TBS**

Contact Chris Fagnant
chris@fbb.com

Components Manufacturer with Real Estate - #0625

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 **\$1,591,433**

SDE **\$401,980**

Financial information above reflects 2024 yearend numbers.

Business Asking Price **TBS**

Contact Chris Fagnant
chris@fbb.com



DISTRIBUTION

Big Box Wholesale Importer/Distributor, Relocatable -

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 shows 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.

SOLD

Business Attributes

- Strong Brand Name
- Trained Staff
- Relocatable
- Strong Vendor Alliances
- Recession Resistant
- Stable & Recurring Revenue

Financial Information

Gross Sales	\$2,398,726
SDE	\$847,450

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

Business Asking Price **TBS**

Contact Rob Amerine
rob@fbb.com

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.

SOLD

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

Business Asking Price **TBS**

Contact Rob Amerine
rob@fbb.com



CONSTRUCTION

Asset Sale: Concrete Equip, Vehicles, Real Estate - #1824

About This Business

This turn-key concrete business offers a comprehensive set of assets for a ready-mix concrete plant in a valuable location. The plant has a history of profitability and is recognized as the preferred ready-mix concrete supplier for local developers, residential customers, and municipalities. Many recent upgrades were made to the plant with the reestablishment of the operation in Q3 2024. This is an equipment asset sale with the land available for purchase for an additional \$600,000. The facilities are centrally located, and the equipment is suited for servicing high terrain mountain communities. The property is a 4.5-acre lot with ample space for operational activities and expansion. This opportunity is ideal for an existing concrete supplier or construction business looking to expand its capacity or diversify by acquiring an established market share in a growing region.

Business Attributes

- Strong Reputation
- Well-Established
- Turn-Key Operations
- Opportunities for Growth
- Repeat Business
- Referral Network

Financial Information

Asset Price **\$1,200,000**

Real Estate **\$600,000**

Contact Chelsey Cerrillo
chelsey@fbb.com

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.

SOLD

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**

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

Contact Chris Fagnant
chris@fbb.com



TECHNOLOGY

Well Established HVACR B2B Marketplace - #1524

About This Business

This purpose-built B2B marketplace revolutionizes procurement in the HVACR industry with over 133k registered users (including 74k opt-in newsletter subscribers) in their customer database, a robust network of 40+ trusted suppliers, and a catalog of 708,000+ SKUs. The platform simplifies sourcing with real-time inventory visibility, dynamic pricing, and seamless transactions. Powered by proprietary technology and a modular architecture, the system ensures operational efficiency while providing a foundation for vertical diversification into industries like electrical, plumbing, and industrial MRO.

By bridging gaps in a fragmented supply chain, the platform offers buyers a centralized, scalable, and growth-ready solution. With advanced logistics tools, untapped sales channels like Amazon, and rich data assets, this B2B marketplace is positioned to unlock substantial value through vertical diversification, geographic expansion, and enhanced customer engagement strategies. Uniquely positioned within the HVACR industry, the platform bridges the gap in a fragmented supply chain with a scalable, multi-vendor marketplace model.

As the B2B eCommerce and industrial marketplace sectors expand rapidly, the platform's advanced technology and strong vendor relationships provide a significant competitive advantage. Its adaptability to new verticals and markets makes it an ideal acquisition for investors seeking to scale in the industrial marketplace space. This acquisition offers buyers a unique opportunity to enter the high-growth B2B eCommerce sector with a proven marketplace platform.

The company's robust customer base, strong vendor relationships, and advanced technology provide a stable foundation for growth while unlocking potential through vertical diversification, geographic expansion, and enhanced customer engagement. Buyers can leverage the platform's scalable infrastructure to capture market share and drive substantial value in the expanding industrial marketplace sector.

Business Highlights

- 10+ Years in HVACR
- Scalable Tech Platform
- Multi-Channel eCommerce
- Real-Time API Integrations
- 708,000 SKUs Across 40 Suppliers
- 133,000 Registered Users
- 45% of Sale from Repeat Customers
- Strategic Market Position

Financial Information

Gross Sales	\$6,517,718
Adjusted EBITDA	\$255,849

Business Asking Price **TBS**

Contact Anthony Franco
anthony@fbb.com



SERVICE

Scalable Energy Consulting Business - #2024

About This Business

This company was founded by an experienced industry professional who recognized a significant gap in energy consulting services tailored specifically for large commercial facility projects. By addressing this need, the company has carved out a unique and competitive niche in the marketplace. Although the services provided are highly specialized and complex, they are also scalable, making the business well-positioned for future growth. A key strength of the company lies in its ability to collaborate closely with clients, helping them to achieve maximum savings. This client-focused approach has fostered robust partnerships with utility vendors, further enhancing the company's value proposition. Over time, the company has built a reputation for delivering exceptional expertise and transparent service, which has not only earned the loyalty of its clients but also led to a steady stream of referrals from both satisfied customers and industry partners. The business operates with a remote workforce, offering flexibility in operations and the potential to be relocated to any location that suite the buyer's needs. To ensure a seamless transition, the owners are committed to remaining involved for a negotiated period to train and support the acquirer.

Business Attributes

- Established band name
- Well documented processes
- Many growth opportunities
- Strong alliances
- Relocatable
- Expanding client base

Financial Information

Gross Sales	\$1,960,290
SDE	\$1,107,446

Financial information above reflects Seller's internal financial documents through EOY 2024.

Business Asking Price **TBS**

Contact Rob Amerine
rob@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.

Business Attributes

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

Financial Information

Gross Sales	\$2,185,422
SDE	\$777,005

Gross Saled and SDE reflect a 3-year weighted average.

Business Asking Price **\$3,345,000**

Contact Chris Fagnant
chris@fbb.com



SERVICE

Reputable Grounds Maintenance Bsn. & Real Estate- #1924

About This Business

This longstanding landscaping and grounds maintenance business offers a comprehensive range of services to its commercial clients. The business is known for its quality work and high level of customer service. Services include mowing, bush trimming, fertilizing, turf weed spray, landscape installation, irrigation systems, and snow removal. It offers steady, year-round recurring revenue with transferable contracts in place for key clients. The real estate is also available for purchase for an additional \$450,000. If you're looking to step into a well-oiled operation or scale an already successful business, this opportunity offers everything you need for continued success. There is significant growth potential to expand projects, installations and maintenance accounts by adding more laborers to take on increased project demand. This business has been pre-qualified for SBA guaranteed financing.

Business Attributes

- Well-Established
- Great Reputation
- Wide Array of Services
- Turn-Key Operations
- Recurring Revenue
- Well Maintained Equipment
- Ample Growth Opportunities

Financial Information

Gross Sales	\$415,507
SDE	\$167,087

The numbers above are based on a 3 year average.

Business Asking Price	\$575,000
Real Estate	\$450,000

Contact Chelsey Cerrillo
chelsey@fbb.com

Versatile, Highly Reputable HVAC Services - #1724

About This Business

This well-established heating and cooling business boasts a strong brand presence and an outstanding reputation in the local community, evidenced by hundreds of 5-star online reviews. Located in El Paso County, the business is strategically positioned to benefit from the area's ongoing population growth, offering excellent potential for future expansion. With a diverse customer base and a highly trained team of professionals, this business is primed for significant growth opportunities. The building is also available for purchase, adding further value. This sale represents a remarkable acquisition opportunity, whether for a strategic buyer seeking to expand their market reach or an individual looking for a profitable, reputable business grounded in trust and quality. The current owners are willing to provide training during the transition period (with timing negotiable), and lender financing is available for well-qualified buyers.

Business Attributes

- Growth Opportunities
- Strong Brand Name
- Trained Staff
- Established Vendor Alliances
- Diversified Customer Base

Financial Information

Gross Sales	\$4,690,660
SDE	\$1,390,380

The numbers are based on seller's internal financial statements, reflecting TTM Dec. '23—Nov. '24. The SDE includes the business and real estate.

Business Asking Price	TBS
Real Estate	\$2,400,000

Contact Rob Amerine
rob@fbb.com



SERVICE

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.

SALE PENDING

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 \$649,000

Contact Chris Fagnant
 chris@fbb.com

Pediatric Practice in Mtn Town Just Outside Denver - #1224

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 a boutique style practice with easy to manage volume and a strong patient commitment.

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

Gross Sales \$526,026
SDE \$331,212

The numbers above reflect seller's internal financial reports through EOY 2024.

Business Asking Price TBS

Contact Anthony Franco
 anthony@fbb.com



SERVICE

Profitable Rural HVAC Company - #1324

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

Gross Sales	\$2,098,760
SDE	\$529,119

The above numbers reflect seller's internal financial reports thru EOY 2024.

Business Asking Price **TBS**

Contact Rob Amerine
rob@fbb.com

Lucrative Check Cashing Business - #1124

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	\$1,177,606
SDE	\$717,130

The above numbers reflect seller's internal financial reports thru EOY 2024.

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

Contact Rob Amerine
rob@fbb.com



SERVICE

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

Gross Sales	\$3,519,090
Adjusted EBITDA	\$539,152

The numbers listed are TTM Oct '23—Sep '24

Business Asking Price **TBS**

Contact Anthony Franco
anthony@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

Gross Sales	\$1,181,191
SDE	\$281,978

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

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 its residential clients. The business has a history of providing excellent customer service and a reputation as a trusted contractor. The company has an established referral network and specializes in the insurance-based, storm-related segment of the market. An operations manager/salesperson and admin are in place and likely to stay with the company under the right terms. The sale includes a well-established base of qualified subcontractors and all the necessary tools, trucks, and equipment. The current owner is willing to train a new owner in the nuances of insurance-based business. We believe this opportunity would be great for a skilled tradesman who wants to be their own boss and build from the foundation of a profitable established business.

SALE PENDING

Business Attributes

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

Financial Information

Gross Sales	\$2,309,423
SDE	\$467,795

Business Asking Price	\$975,000
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Contact Chelsey Cerrillo
chelsey@fbb.com

Profitable Industrial Equipmt. 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

Gross Sales	\$1,257,154
SDE	\$329,644

Business Asking Price	TBS
Real Estate	\$1,400,000

Contact Rob Amerine
rob@fbb.com



SERVICE

Contract Research and Testing Services - #1120

About This Business

HemoGenix, Inc. (HG), founded in 2000, remains a significant entity in the stem cell assay market. The company has developed proprietary toxicology testing procedures that have been widely utilized by biopharmaceutical companies across the nation for evaluating new drug candidates. Several of these tests have been further refined for internal applications in stem cell and veterinary research, cellular therapy, and regenerative medicine. In 2017, Preferred Cell Systems, Inc. (PCS) was established, accompanied by the launch of the website www.preferred-cell-systems.com. This initiative aims to enhance education, product development, and marketing of advanced testing kits and assays. With the global emphasis on reliable testing platforms, HG/PCS is well-positioned for new ownership that can leverage its long-established industry relationships to expand contract services and scale the distribution of its diverse array of developed kits and assays. The growth potential is evidenced by a 200% increase in kit assay sales in 2024, driving gross revenue close to \$1 million. Early in 2024, the owner appointed a full-time lab manager to facilitate the transition of daily operations from the founder. The owner seeks to fully retire but is open to consulting for a negotiated period to ensure a successful transition.

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	\$967,032
Adjusted EBITDA	\$430,414

The Adjusted EBITDA above has been compiled using the seller's internal financial statements.

Business 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)



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

FOOD & BEVERAGE / RETAIL

Landmark Retail & Restaurant Opportunity - #1424

About This Business

This unique combination of a retail store and fast casual restaurant has become a beloved destination for repeat local patrons as well as a must-visit landmark for tourists, drawing foot traffic and creating a vibrant atmosphere. This distinctive business was established over four decades ago. It has not only stood the test of time but has also garnered numerous awards in both food and retail and accolades for its causal atmosphere, great service and friendly staff. Even with rising food prices, gross sales over the last 12 months have increased to nearly \$3.7M compared to \$3.5M during the previous 12-month period. On average, the business generates over 600 sales each day which easily doubles during the holiday season and the height of tourist season. The company's long-standing presence in the community underscores its commitment to local engagement and connection with its residents. This well-organized enterprise benefits from efficient operations and management systems to help ensure a smoothly run day-to-day operation. The business is not only popular with locals and tourists, but also financially robust with numerous growth opportunities, such as the addition of catering services, premade meals, online retail sales, and retail space expansion doubling the size of the store. The owners would like to retire and are willing to fully train in the transition (time negotiable). Traditional and more favorable financing options are available depending on the buyer's experience and financial backing.

Business Attributes

- Well-Organized Systems
- Long History & Great Location
- Growth Opportunities
- Community Must-Visit
- Strong Brand Name
- Stable Earnings Base
- Trained Staff
- Repeat Customers

Financial Information

Gross Sales	\$3,748,085
SDE	\$417,875

The above numbers reflect seller's internal financial reports thru EOY 2024.

Business Asking Price **TBS**

Contact Rob Amerine
rob@fbb.com



RECREATION

High Demand Outdoor Adventure Business - #0525 NEW

About This Business

Ready to own a thriving outdoor lifestyle business in a high-demand tourist region? This well-established adventure business is a rare opportunity for a new owner who loves building relationships and providing ways for others to experience the outdoors. With an outstanding online reputation, this business continually attracts customers year over year from the millions of visitors to the region. The owner has streamlined the daily operations into a structured, well-organized operation with high profit margins, a valuable rental fleet, and trained programs for seasonal staff. The retail building is also available, providing real estate control, long-term financing benefits, and appreciation potential. Located along Colorado's Front Range, the business offers a seasonal schedule ideal for lifestyle flexibility in the thriving outdoor industry. This opportunity suits entrepreneurs seeking work-life balance, corporate professionals transitioning to small business ownership, or outdoor business owners looking to expand. SBA financing available for a qualified buyer.

Business Attributes

- Trained Staff
- Outstanding Online Reviews
- Strong Vendor Alliances
- 30-40% Net Profit Margins
- Well-Established
- Growing Earnings Base

Financial Information

Gross Sales	\$797,539
SDE	\$343,764
Business	1,250,000
Real Estate	\$600,000

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.