

# SCHEDULE OF BUSINESSES AVAILABLE

April 2018

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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Footnotes are provided on the last page.



**SERVICE**

**Pair of Highly Profitable Fitness Centers - #318/#418 NEW**

**About This Business**

These two well-established, non-franchise fitness centers have demonstrated increased profitability year after year. Location #1 opened its doors in early 2009, became profitable very quickly, and continues to consistently generate good cash flow. Location #2 opened its doors a few years later, has been profitable the last three years, and has plenty of room for growth.

Both locations have well-trained managers and staff already in place taking care of the daily operations. The asking price is for both locations, but the sellers will entertain the sale of each location separately.

**Business Attributes**

- Independently owned
- Recurring revenue
- Well-maintained equipment is owned; not leased
- Good growth potential
- Great locations

**Financial Information**

**Gross Sales** **\$1,942,944**  
**SDE** **\$679,858**

Financial information above reflects 2017 yearend numbers.

Asking Price \$2,795,000  
Down Payment \$440,000

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

**Two Fitness Clubs in Prime Front Range Locations - #1617**

**About This Business**

These two franchise top-rated fitness clubs are in prime Front Range locations. Club #1 is at 75% membership capacity, while the other is at 25%. This provides excellent cash flow with ample opportunity for growth. These two clubs have among the best layouts and build-outs of any franchise-wide.

This should be an exceptional opportunity for either an industry buyer looking to expand into one of the best markets in the country or an entrepreneurial health-conscious buyer.

**Business Attributes**

- Top rated franchise
- High margins
- Includes assets of \$1,180,000
- Exceptional facility build-outs
- Prime locations for fitness clubs

**Financial Information**

**Gross Sales (Club#1)** **\$757,160**  
**SDE (Club#1)** **\$417,190**

Financial information above reflects 2016 yearend numbers.

Asking Price \$1,670,000  
Down Payment \$334,000

**Contact** Gary Curran  
gary@fbb.com

**Interior Design Firm/Commercial - #2016**

**About This Business**

This well established firm provides a much needed service to developers, homebuilders, and apartment management companies throughout the country.

With a long history of increasing sales and profits, we believe this business would make an excellent acquisition candidate for a sales- and marketing-oriented entrepreneur or a synergistic acquirer looking to expand its offering of services.

**Business Attributes**

- Established 30+ years
- Strong history of growth
- Backlog of \$11+ million
- Experienced staff in place
- Leased facility
- Prestigious firm with clientele throughout the United States

**Financial Information**

**Gross Sales** **\$11,955,172**  
**Adjusted EBITDA** **\$2,009,234**

Financial information above reflects 2017 yearend numbers.

Asking Price/Terms TBS

**Contact** Lynn Lage  
lynn@fbb.com



**SERVICE**

## Electrical Service & Repair - #218

### About This Business

Established in 2004, this company's employees include two master electricians. Although service work is a very important part of the business, the company also contracts with property owners and general contractors.

We believe this business should make a nice acquisition candidate for an industry buyer or an electrician looking to own their own business.

### Business Attributes

- Increasing sales
- Great reputation
- Established 14 years
- Contracts in place
- Leased facility
- Southern Colorado location

### Financial Information

<b>Gross Sales</b>	<b>\$784,570</b>
<b>SDE</b>	<b>\$96,078</b>

Financial information above reflects 2017 yearend numbers.

Asking Price	\$195,000
Down Payment	\$195,000

**Contact** Lynn Lage  
lynn@fbb.com

## Full-Service Provider of Electronic Systems - #2116

### About This Business

This B2B service company installs and services fire alarm, security alarm, and communication systems. It is well known in the industry for providing best in class design, engineering, installation, and monitoring services throughout the state of Colorado.

Thriving since its inception over 30 years ago, the company has prized relationships with large organizations that rely on its expertise in new installations and ongoing service.

### Business Attributes

- Well established with year after year of increasing sales and profits
- Loyal customer base
- Go-to source for system design
- Knowledgeable, credentialed staff
- Strong brand in its growing market
- Colorado Front Range real estate available to purchase with the business

### Financial Information

<b>Gross Sales</b>	<b>\$1,689,613</b>
<b>SDE</b>	<b>\$390,446</b>

Financial information above reflects 2017 yearend numbers.

Asking Price/Terms	TBS
Real Estate	\$435,000

**Contact** Lynn Lage  
lynn@fbb.com

## Niche Service - Related Contractor - #2017

### About This Business

This company provides services for restaurant commercial equipment, including refrigeration, hot side equipment, HVAC, hood and MUA, along with plumbing and electrical services. It does only commercial service and maintenance work, providing consistent recurring revenue.

The company should appeal to a buyer already in the construction industry, one in a related field (plumbing, HVAC, electrical contracting), or an experienced business person. No construction-related licenses are required.

### Business Attributes

- Recurring service revenue
- Long-time repeat customers
- Diversified customer base
- Strong brand name in the marketplace
- Well-trained and experienced field staff
- Metro Denver location

### Financial Information

<b>Gross Income</b>	<b>\$988,122</b>
<b>SDE</b>	<b>\$211,340</b>

Financial information above reflects 2017 yearend numbers.

Asking Price	\$695,000
Down Payment	\$140,000

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



**CONSTRUCTION RELATED**

**RELOCATABLE! Specialty Sports Construction - #118**

**About This Business**

This group of companies provides complementary services for a unique niche in the sports construction industry. With a great reputation and many well-known complexes completed, this business has a solid foundation for new ownership to scale and expand nationally.

Management believes that through a more robust online and offline marketing program, the new owners could rapidly increase market share across the US.

**Business Attributes**

- Scalable business model
- Established brand
- Key referral sources
- Specialized machinery
- Documented training program
- Relocatable within the U.S.

**Financial Information**

<b>Gross Sales</b>	<b>\$857,108</b>
<b>SDE</b>	<b>\$223,339</b>

Financial information above reflects 2017 yearend numbers.

Asking Price/Terms TBS

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

**Traffic Control Company - #1017**

**About This Business**

For over 20 years, this well-managed Traffic Control and Flagging Services Company has seen continued growth due to its long term involvement with the Colorado Department of Transportation (CDOT) and various municipal projects.

The owners are looking to retire, making this business a great acquisition for a regional industry buyer or an entrepreneur looking to acquire a well-established, profitable business and expand into other areas of the state.

**Business Attributes**

- Increasing sales
- Great reputation
- Well established
- Contracts in place
- Leased facility
- Southern Colorado location

**Financial Information**

<b>Gross Sales</b>	<b>\$1,341,840</b>
<b>SDE</b>	<b>\$441,981</b>

Financial information above reflects 2016 yearend numbers.

Asking Price	\$1,495,000
Down Payment	\$385,000

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



**DISTRIBUTION**

**Distributor of Building Products - #518**

**NEW**

**About This Business**

This company has been serving Colorado for more than 30 years providing contractors and homeowners with high quality doors, custom doors, windows, hardware, and trim for new home construction and remodels. The real estate of 3+ acres and approximately 16,000sf under roof is available to purchase with the business.

An ideal candidate for a similar business looking to expand into the area.

**Business Attributes**

- Growing market
- Loyal customer base
- Quality products and service
- Real estate available to purchase (\$2M)
- Prime Colorado location

**Financial Information**

**Gross Sales** **\$1,637,915**

Financial information above reflects 2017 yearend numbers.

Asking Price/Terms \$495,000  
Down Payment \$495,000

Real Estate \$2,000,000

**Contact** Lynn Lage  
lynn@fbb.com

**Specialty Distribution Business - #1217**

**About This Business**

This full-service interior design studio and interior finishes company has been in business since the 1980s. The company not only provides residential and commercial installation services with field supervision, but also interior design, design center management, account management, warehouse services, administration services, and top notch customer service.

Products include various types of flooring, cabinetry, countertops, wall finishes, and window coverings. Customers include builders, property managers, contractors, and homeowners.

**Business Attributes**

- Long history of growth
- Strong secondary management
- Opportunities for growth
- Customer contracts
- Real estate available to purchase (\$3.5M)
- Prime, Denver Metro location

**Financial Information**

**Gross Sales** **\$14,060,041**  
**Adjusted EBITDA** **\$1,138,270**

Financial information above reflects 2017 yearend numbers.

Asking Price/Terms TBS  
Real Estate \$3,500,000

**Contact** Lynn Lage  
lynn@fbb.com

**Relocatable Value-Added Distribution - #417**

**About This Business**

This company was established 13+ years ago as a manufacturers' sales agency and distribution company. It represents only the finest ISO Certified manufacturers from around the world, specializing in Motion Control Components and Thermal Management. The products are fabricated in China and sold only factory direct to key OEM manufacturers in North America.

A few of the industries served include Food Machines, Engine Controls, Security, Solar Trackers, HVAC, Satellite Systems, and 3D Print Equipment.

**Business Attributes**

- Relocatable
- National distribution
- Backlog of about \$600,000
- Customized fabrication process
- Diversified customer base
- Ideal acquisition candidate for an industry acquirer with an engineering and design team in place

**Financial Information**

**Gross Sales** **\$3,609,478**  
**SDE** **\$829,490**

Financial information above reflects 2017 yearend numbers. Sales are up approximately 21.5% over 2016.

Asking Price/Terms TBS

**Contact** Lynn Lage  
lynn@fbb.com



**DISTRIBUTION**

**Distributor: Sunglasses and Reading Glasses - #817**

**About This Business**

This business is a distributor of sunglasses and reading glasses manufactured in China and Taiwan. The products are sold primarily by telephone, internet, and catalog and marketed to big box retailers and specialty sports outlets, such as golf shops, motorcycle dealerships, truckle shops, RV parks, etc.

The company also has exclusive license rights with a major professional sports league and colleges to sell custom sunglasses with team names and logos.

**Business Attributes**

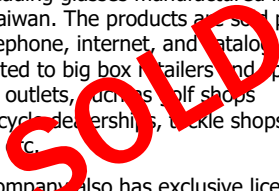
- Licenses with a major professional sports league and colleges
- Wholesale distribution
- Branded products
- Recurring, diversified base of 13,000+ customers
- Gross Profit Margin of nearly 60% on most products

**Financial Information**

**Gross Sales** **\$3,977,814**

Asking Price/Terms TBS

**Contact** Lynn Lage  
lynn@fbb.com





**ADVENTURE/OUTDOOR RECREATION**

## Outdoor Adventure Sports Outfitter #917

**About This Business**

This very profitable, top-rated outfitter includes not only two very different adventures, but several parcels of real estate, vacation homes, and a bar and grill – and there’s room for expansion! It’s the full deal when looking for outdoor entertainment in the state of Colorado. Top selling entertainment for individuals, families, and groups.

Ideal acquisition candidate for investor or synergistic acquirer.

**Business Attributes**

- Rated Colorado's #1 of its type
- Exceptional team of experienced guides
- Well established and growing
- Well-trained staff in place
- Expansion capabilities
- Real estate included in sale

**Financial Information**

<b>Gross Sales</b>	<b>\$3,789,135</b>
<b>Adj. EBITDA</b>	<b>\$955,179</b>

Financial information above reflects 2017 yearend numbers.

Asking Price/Terms TBS

**Contact** Lynn Lage  
lynn@fbb.com

**TECHNOLOGY / INTERNET**

## Relocatable! Digital Media Services Provider #317

**About This Business**

This organically grown web services business continues to generate great profits by providing both local and national brands with website design, custom coding, mobile application development, online marketing, and paid advertising services.

This business could be easily run and scaled by an individual owner with a marketing background or by a synergistic buyer looking for a profitable add-on opportunity.

**Business Attributes**

- Steady cash flow year-over-year
- Numerous industry awards
- Regional/National clients
- Scalable business model
- Recurring revenue
- Relocatable

**Financial Information**

<b>Gross Sales</b>	<b>\$1,600,302</b>
<b>SDE</b>	<b>\$246,553</b>

Financial information above reflects 2016 yearend numbers.

Asking Price/Terms TBS

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



**EDUCATION / TRAINING**

**Profitable Educational/Training Franchise - #1717**

**About This Business**

This profitable company has carved out a desirable niche in the growing field of financial education and training. It is based in a popular, upscale community near Phoenix.

This business should be appealing to a wide range of experienced business operators (especially in sales or training) looking for an established company with further growth opportunities.

**Business Attributes**

- High profit margins
- Expanding base of repeat customers
- Well-trained and experienced employees
- Protected territory of Arizona

**Financial Information**

<b>Gross Sales</b>	<b>\$4,057,493</b>
<b>SDE</b>	<b>\$1,298,055</b>

The numbers shown are for the first ten months of fiscal year 2017.

Asking Price and Terms	TBS
Down Payment	\$400,000

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

**HEALTHCARE**

**Relocatable! Scientific Contract Research Services - #1517**

**About This Business**

Founded in 2000, this biopharmaceutical company develops testing kits for both academic and government entities to measure the potential toxic side effects for stem cell research. Many of the top biopharmaceutical companies in the world utilize this technology to effectively test and predict toxicity and potential damage to cells.

Because clients are spread out across the U.S., the current production lab could be easily moved to another location, if necessary.

**Business Attributes**

- Scalable business model
- End-to-end processing lab
- Long term customers
- Over 1,600 products
- 7 active patents
- Licensing opportunities

**Financial Information**

<b>Gross Sales</b>	<b>\$667,653</b>
<b>SDE</b>	<b>\$92,067</b>

Gross Sales and SDE reflect a 4-year average.

Asking Price	TBS
Down Payment	TBS

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





**FOOD & BEVERAGE**

**Legendary Full Service Bar/Restaurant - #617**

**About This Business**

This well-known southern Colorado sports bar and restaurant is consistently voted one of the best in the city. As in previous years, sales and profitability remain steady in 2017 while local customers and tourists alike continue to offer great online reviews.

With an experienced head chef in place and a seasoned wait staff, we believe a new owner/operator with restaurant experience and training or an industry buyer looking to add another great location could successfully operate this proven and profitable business.

**Business Attributes**

- Well established name and location
- Experienced head chef/kitchen staff
- Veteran managers/friendly wait staff
- Local award winner in many categories
- Hundreds of 4/5-star ratings on Yelp/Google
- Loyal customer base
- Prime high traffic location
- Close to tourist attractions

**Financial Information**

<b>Gross Sales</b>	<b>\$1,554,518</b>
<b>SDE</b>	<b>\$209,367</b>

Financial information above reflects 2016 yearend numbers.

Asking Price	\$625,000
Down Payment	\$161,000

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

**SALE PENDING**

**COMMERCIAL REAL ESTATE**

**Commercial Real Estate - #1917**

**About This Business**

This parcel of commercial real estate is located at 5905 Corporate Drive in Colorado Springs, Colorado. The 1.37 acre parcel is just off I-25; near several well-known hotels. The property is built out for a restaurant and full-service bar. The 6,077 square foot building seats 215 indoors and another 96 outside on the heated patio and was designed and engineered specifically to accommodate brewery equipment.

**Attributes**

- Highly visible, high traffic area
- Prime real estate proximate to major artery
- Large parking area accommodates at least 123 vehicles

**Financial Information**

Asking Price \$1,685,000

**Contact** Lynn Lage  
lynn@fbb.com



**AUTOMOTIVE**

**Specialty Automotive Repair - #618 NEW**

**About This Business**

Providing over 55 years of quality service, this highly respected and well-maintained full-service automotive repair shop primarily services high-end foreign model vehicles. With no active advertising, this business brings in customers based solely on its reputation. The real estate for this business, valued at \$249,000 (subject to appraisal) is to be purchased with the business.

This business currently operates with two vehicle lifts and there is opportunity for expansion into the adjacent property.

**Business Attributes**

- Well established
- Respected and profitable
- Owner retiring
- Niche market
- Colorado Springs location

**Financial Information**

<b>Gross Sales</b>	<b>\$240,059</b>
<b>SDE</b>	<b>\$100,218</b>

Financial information above reflects 2017 yearend numbers.

Asking Price	\$199,500
Down Payment	\$92,400
Real Estate	\$249,000

**Contact** Scott Densmore  
scott@fbb.com

**Automotive Service, Repair, and Tires - #2117**

**About This Business**

This well-established and profitable company provides high quality work, fair pricing, and certified technicians. Services range from simple oil changes to complicated diagnostic and electrical repairs. The business also sells and repairs tires. This business has a long history of growth, repeat customers, and strong name recognition.

We believe this would be an ideal acquisition candidate for an entrepreneur with automotive, marketing, or management skills, or another similar-type business looking to expand into the area.

**Business Attributes**

- Well established and profitable
- Certified technicians
- Long history of growth
- Repeat customers
- Strong name recognition
- El Paso County market

**Financial Information**

<b>Gross Sales</b>	<b>\$1,665,708</b>
<b>SDE</b>	<b>\$247,404</b>

Financial information above reflects 2017 yearend numbers.

Asking Price	\$845,000
Down Payment	\$215,000

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

**Automotive Repair & Service with Great Reputation - #1715**

**About This Business**

This independent automotive repair and service business sets the local standard for customer satisfaction, employee retention, and overall profitability in the industry.

Having a great location proximate to some major thoroughfares, this business continually attracts new customers, as well as serving its loyal base of local customers.

**Business Attributes**

- Great profits!
- ASE Certified Technicians
- National warranty brand
- AAA approved repair center
- El Paso County market

**Financial Information**

<b>Gross Sales</b>	<b>\$1,059,271</b>
<b>SDE</b>	<b>235,594</b>

Financial information above reflects 2017 yearend numbers.

Asking Price	\$790,000
Down Payment	\$203,000

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



**RETAIL**

**Award Winning Garden Center & Nursery - #1317**

**About This Business**

This well-established business wins awards every year for its outstanding selection of inventory and superior service. The high traffic location, over 75% repeat business, and seasoned staff will allow you to focus on growth. The current owners wish to retire. The strong financial performance continued in 2017 and there is ample space for future growth.

This should make an excellent acquisition candidate for an industry buyer looking to expand into a new territory or an entrepreneur seeking an established, profitable business with opportunities for growth.

**Business Attributes**

- High traffic retail location
- Highly trained staff
- Loyal customer base
- Outstanding reputation
- Leased facility
- Colorado Front Range location

**Financial Information**

<b>Gross Sales</b>	<b>\$1,621,327</b>
<b>SDE</b>	<b>\$282,055</b>

Financial information above reflects 2017 yearend numbers.

Asking Price	\$795,000
Down Payment	\$160,000

**Contact** Gary Curran  
gary@fbb.com

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

**TBS (To be suggested by Purchaser)** - Seller, in his/her sole discretion, has the right to accept or reject all offers.

**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.