



THE FBB GROUP, LTD.®

- ◆ BUSINESS SALES AND ACQUISITIONS
- ◆ VALUATIONS

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- ◆ INVESTMENT BANKING SERVICES

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SCHEDULE OF BUSINESSES AVAILABLE

May 2016

NEW CLIENTS

Niche Service-Related HVAC Company	2
Franchise Arts and Craft Store	4
MFG/DIST of Professional Cleaning Equipment	6

CHANGES

Custom Building Products	2
Specialty Sporting Goods Manufacturer/Distributor	2
Logistics Business	3

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

Footnotes and Legend to the Schedule of Businesses:

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. Details of the SDE calculations are available in each presentation package and in our files.

TBS – To be suggested by Purchaser.



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Distribution

Custom Building Products Profile #2515

This company, located in a high-end mountain community, offers decorative finishes necessary for most remodels, upgrades, and new construction projects. With the growth in new construction and expansion of its product line, this company has seen an **increase in sales year over year since 2011!** The business continues to expand into new geographic markets through its motivated sales staff. Through its highly effective website, designers from around the world have discovered this company and the unique, quality products it offers. **PURCHASE PRICE INCLUDES REAL ESTATE VALUED AT \$795,000** (subject to appraisal). **TOTAL INCOME FOR THE FIRST**

QUARTER OF 2016 IS UP 50.3% OVER Q1 2015; SDE UP 569.3%! Contact Lynn Lage.

Gross Sales	\$1,696,390
SDE	\$355,510
Asking Price.....	\$1,730,000
<i>Business</i>	<i>\$935,000</i>
<i>Real Estate</i>	<i>\$795,000</i>
Down Payment	\$432,500

SOLD

Specialty Sporting Goods Manufacturer/Distributor Profile #1915

This company is a world-renowned specialty manufacturing and distribution company. The company not only manufactures its own products, but also distributes other manufacturers' products and customizes special orders. The company is well known for its high quality, unique and functional products. Current customers include retailers, resorts, and distributors located throughout the world. **REAL ESTATE, VALUED AT \$795,000** (subject to appraisal), **AVAILABLE TO PURCHASE OR LEASE.** Contact Lynn Lage.

Gross Sales	\$5,922,964
SDE	\$876,513
Asking Price.....	TBS
Down Payment	TBS

Service

NEW

Niche Service-Related HVAC company Profile #416

This highly-regarded Southern Colorado company has a long history of sales and profitability. The company offers a full menu of mechanical contracting services to a niche market segment within the HVAC/Refrigeration industry. Its clients are 100% commercial. The work performed is mainly service related with some new construction installations. The company has hundreds of clients, most of whom are long-time repeat clients. In fact, there are numerous service contracts in place that generate recurring revenue for maintenance, repairs, and new installs. The company should appeal to: (1) a buyer already in the HVAC industry; (2) a buyer in a related field, such as plumbing or electrical contracting; or (3) someone experienced in construction. Contact Ron Brasch.

Gross Sales	\$941,688
SDE	\$208,499
Asking Price.....	\$420,000
Down Payment	\$105,000



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Service

Plumbing Company Profile #2415

This well-established plumbing company provides services for residential, commercial, and industrial customers. It has been very successful, because the highly trained technicians are empowered to resolve any issue they face with quality workmanship and attention to detail. The company built its reputation focusing on customer care with the goal of obtaining repeat customers. It specializes in drain cleaning, water heater repairs and replacement, residential and commercial service work, remodels, and new construction. We believe this would make an ideal acquisition candidate for an industry buyer looking to increase market share in the Denver Metro area or a marketing-oriented entrepreneur looking to take the company to the next level. Contact Ken Galecki.

Gross Sales	\$1,406,000
SDE	\$174,247
Asking Price.....	\$495,000
Down Payment	\$99,000

Specialty Printing Business Profile #2714

This business has been serving this Colorado community for over 30 years. A local industry leader in large format color and monochrome copy and print technology. This business serves a diversified customer base with a vast range of printing, copying, and scanning requirements and expectations. It is known and appreciated for its rapid turn-around, detailed production monitoring, problem solving, technological assistance, and quality final product. As they have diversified more, sales have been on a steady increase. The business is relatively simple to run. It is believed that this would make good business for a first time buyer. Contact Kim Hoyal.

Gross Sales	\$238,244
SDE	\$122,171
Asking Price.....	\$224,000
Down Payment	\$56,000

Logistics Business Profile #1215

SOLD

This well-established company provides receiving, warehousing, staging, delivery, and set-up services. They conduct business in the Rocky Mountain Region as well as many other states, making this a scalable business. They have experienced consistent growth by offering excellent customer service in a timely manner and with reasonable pricing. Year-to-date sales for the period ending September 30, 2015 were up 6% and Seller's Discretionary Earnings were up 26%. Contact Ken Galecki.

Gross Sales	\$1,140,038
SDE	\$342,383
Asking Price.....	\$900,000
Down Payment	\$225,000



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Service

Unique Logistics Businesses

Profile #216/#316

These businesses specialize in services provided to municipalities, schools, institutions, and businesses. Services include the handling of furniture, storage, and relocation needs, to include sales, new installations, configurations, tenant finish, comprehensive project management, shelving, warehousing, delivery, inventory, and design. Projects, although primarily in Colorado, take place throughout the Western United States. Contact Lynn Lage.

Gross Sales	\$3,669,530
SDE	\$628,592
Asking Price.....	TBS
Down Payment	TBS

Civil Engineering Service Provider

Profile #215

This well-known and well-established business provides consulting, project management, and project design support services to assist private, municipal, state, and federal agencies to acquire property and easements for the expansion of public infrastructure, to include roads, bridges, rail, electricity, water, sewer, energy, water storage, and urban renewal. **REAL ESTATE (valued at \$550,000, subject to appraisal) AVAILABLE TO PURCHASE OR LEASE.** Contact Lynn Lage.

Gross Sales	\$2,776,176
SDE	\$1,051,689
Asking Price.....	TBS
Down Payment	TBS

Retail

Franchise Arts and Crafts Store

Profile #516

This well-established, well-known national franchise arts and crafts retail store has been open since 1985. It caters to all demographics and is located in a busy shopping center in the Denver area. It specializes in custom design work and also provides service and repair for its customers. There is a well-trained, autonomous staff in place that provides excellent customer service. There is very little competition in the area with opportunity to grow the customer base and sales. The store is currently only open 48 hours each week and is closed on Sundays. We feel this would be an excellent acquisition opportunity for a hands-on entrepreneur who would like to take the business to the next level. Contact Ken Galecki.

NEW

Gross Sales	\$336,300
SDE	\$88,956
Asking Price.....	\$255,000
Down Payment	\$63,750



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Retail

High Margin/Profitable Wireless Accessories Business Profile #116

This is a vetted owner/operator business located in a high traffic retail center in Colorado Springs. The business serves the area's growing college and military communities. With stable revenue year after year, this merchandising store provides the latest and most sought after wireless accessories (including well known product lines from OtterBox®, Lifeproof®, and SkinIt®). This is a great opportunity for a buyer with retail experience or a wireless technology background. Contact Robert Amerine.

Gross Sales	\$426,824
SDE	\$150,059
Asking Price.....	\$295,000
Down Payment	\$73,750

Retail – Indoor/Outdoor Entertainment Profile #2815

This business was founded in 1995 and is a full-service retail outlet for spas, billiards, and related accessories, including products such as pool table lights, game tables, bar stools, outdoor grills, BBQ islands, etc. It is an established SUPERSTORE for non-electronic recreational products. The business offers families fun, rest, and relaxation, as well as a great way to enjoy their homes. The business has a long history in its present location on The Front Range and great signage from the highway! It is believed that this could be a good acquisition for a first time entrepreneur person who wants to own their own business. Contact Kim Hoyal.

Gross Sales	\$1,017,982
SDE	\$161,823
Asking Price.....	\$400,000
Down Payment	\$100,000

Exclusive Colorado Country Grocery/Pharmacy Profile #1015

This small town supermarket and pharmacy is located within a 35-minute drive of Denver, Colorado. It is the exclusive provider in the area and serves a fairly large territory. Gross revenues are consistently around \$7,000,000 with the pharmacy accounting for about 47% of the total. The pharmacy has been growing. It features a new, upgraded software that increased capacity from 1,000 prescriptions a week to 1,400. The grocery store is very well-positioned with little competition and a loyal base of customers. The geographic region served is growing due to its proximity to Denver, affordable land prices, quality of life, and new economic development. The owners also own 10+ acres of land adjacent to the store. It is available to purchase for the new owner to develop and/or build an expanded grocery store/pharmacy. This business should be appealing to an industry acquirer. Contact Ron Brasch.

Gross Sales	\$7,288,228
SDE	\$197,833
Asking Price.....	\$1,500,000
<i>Business</i>	<i>\$810,000</i>
<i>Real Estate</i>	<i>\$690,000</i>
Down Payment	\$500,000



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Manufacturing

NEW

MFG/DIST OF PROFESSIONAL CLEANING EQUIPMENT

Profile #2715

This well-established company manufactures core cleaning equipment for three notable billion-dollar market segments: the professional carpet cleaning; the janitorial/sanitary maintenance; and the automotive detailing markets. Products are sold through a worldwide network of distributors, all experts in selling to cleaning professionals, with connections to some of the largest end users in the country. First quarter 2016 sales of \$2+ million; SDE \$500k+. Contact Lynn Lage.

Gross Sales	\$7,452,121
SDE	\$666,337
Asking Price.....	TBS
Down Payment	TBS

Manufacturing/Fabrication - Sales are Climbing!

Profile #2615

Located on the Front Range, this solid, well established opportunity is well known, primarily for manufacturing architectural woodwork and cabinetry for mostly commercial applications. The company currently has a backlog of approximately \$350,000 and sales are on target for an exceptional year in 2016! The experienced team will be an asset to the next owner, with the two key employees having over 15 years of experience with the company. All employees have been with the company for a minimum of 7 years. They design, build, deliver, and install custom millwork for numerous general contractors, banks, hospitals, office buildings, etc. It is believed that the best candidate for this acquisition will be an entrepreneur with a good business background. Contact Kim Hoyal.

Gross Sales	\$1,124,078
SDE	\$324,944
Asking Price.....	\$1,000,000
Down Payment	\$250,000

Custom Fabrication

Profile #2115

This business designs and fabricates carts and kiosks for distribution throughout the United States, Mexico, Puerto Rico, and Canada. It also provides custom millwork and stainless fabrication services. Products are used in various public facilities, such as malls, stadiums, arenas, amusement parks, and airports. There is an experienced staff in place, which includes engineers, designers, department leads, sheet metal and wood workers, welders, and assemblers. Down payment assumes SBA financing. Contact Lynn Lage.

Gross Sales	\$2,354,534
SDE	\$201,065
Asking Price.....	\$795,000
Down Payment	\$200,000



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Construction Related

SALE PENDING

Commercial HVAC/Sheet Metal Contractor Profile #2114

This regional HVAC business' work is 99% commercial; primarily new build-out for schools, hospitals, clean rooms, transportation industry, and general businesses. The company has been very successful providing design, fabrication, and installation of sheet metal and HVAC systems. Union employees. **REAL ESTATE, VALUED AT \$649,000 (subject to appraisal), AVAILABLE TO PURCHASE ALONG WITH THE BUSINESS.** Contact Lynn Lage.

Gross Sales	\$4,002,177
SDE	\$689,070
Asking Price.....	\$2,509,000
<i>Business</i>	<i>\$1,860,000</i>
<i>Real Estate</i>	<i>\$649,000</i>
Down Payment	\$627,250

HVAC Contractor Profile #3014

This well-known company specializes in new construction. It is a top-level provider of HVAC and sheet metal services, working regularly with several contractors and home builders (approximately 75% is contracted work) on large, multi-home projects along Colorado's Front Range. Two locations; one in Northern Colorado and the other in Southern Colorado. Although the owner is retiring, he is willing to stay on for an extended period to train and there is strong second level management in place. Down Payment assumes SBA financing. Contact Lynn Lage.

Gross Sales	\$11,104,243
EBITDA.....	\$1,331,962
Asking Price.....	\$4,250,000
Down Payment	\$1,062,500



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Automotive

Automotive Service and Repair—Great Profits!

Profile #1715

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. This profitable company continues to grow year after year exceeding the \$1M threshold in 2015! The real estate is being sold (in addition to the business price) at the asking price of \$925,000 (provided estimated down payment and financing terms assumes purchase of both business and real estate). Contact Robert Amerine

Gross Sales	\$1,042,790
SDE	\$419,137
Asking Price.....	\$1,770,000
<i>Business</i>	<i>\$845,000</i>
<i>Real Estate</i>	<i>\$925,000</i>
Down Payment	\$274,000

Automotive Repair & Service—Established 54 Years!

Profile #1415

This highly respected business has been servicing El Paso County and surrounding areas since 1961. It is a well maintained, full-service automotive repair shop that primarily services foreign model vehicles. The business has flourished by only word-of-mouth advertising. The ideal buyer for this business will either have knowledge of automotive repair on import vehicles or will need the help of a master auto technician. **THE REAL ESTATE, VALUED AT \$250,000** (subject to appraisal) **IS TO BE PURCHASED WITH THE BUSINESS.** There are currently two bays; however, if the new owner were interested in further expansion, the property and building adjacent to the property is available to purchase or lease and could easily house four additional bays. Contact Kim Hoyal.

Gross Sales	\$256,289
SDE	\$104,656
Asking Price.....	\$465,000
<i>Business</i>	<i>\$215,000</i>
<i>Real Estate</i>	<i>\$250,000</i>
Down Payment	\$70,000

Agriculture

Organic Fruit Orchard

Profile #1814

This working orchard is only one of a few in the area that is certified organic by the USDA. Approximately 6000 trees produce about 115,000 pounds of fruit each season. Gross sales were close to \$300,000 in 2015 with a profit of more than \$100,000. Only 70% of the trees are mature and producing fruit. The other 30% will be producing fruit in 1-2 years, which will significantly increase production. The harvest is wholesaled to popular retail stores, and is also sold at farmer's markets, special events, fundraisers, and at a free-standing retail store on the property. All of the buildings are about seven years old, including a beautiful 2014 sq. ft. home, corral, packing shed, and storage facility. There is also a separate bunkhouse/office with its own bathroom. Installing a kitchen would be simple and then the facility could be rented out for additional income. We believe this business would make an excellent acquisition for an industry buyer,, a winery, or an entrepreneur looking for a start-up business in the Rocky Mountains. Contact Ken Galecki.

Asking Price.....	\$1,100,000
Down Payment	\$330,000