



July 2017:

● **Profile No. CB-0897,
Military Memorabilia &
Supplies:**

E-Commerce with Retail, trained staff in place! This business has two retail locations on one of the local military bases and an e-commerce store on the web. Products they sell include military memorabilia, caps, pins, challenge coins, cavalry hats, swords, flags, banners, replica guns, military specific clothing, and more. They are the only authorized retailers on the base and there is virtually no other similar competitor in Colorado. The business was started by the owner, which has recently passed away, in 1979.

Approximately 50% of the business is from repeat clientele and the store locations are just over 1,000 square feet combined. They do have additional storage for inventory and most deliveries

and web site shipments are made via UPS and USPS. Store locations are just over 1,000 square feet combined and located on military base. Competition: They are the only authorized retailers on the base and there is virtually no other similar competitor in Colorado. The Asking Price is \$350,000 and includes inventory of \$130,000 and FF&E of \$40,000. The cash flow is approximately \$100,000+ per year. This is an excellent opportunity to acquire a very successful business that has great potential growth. A new owner could open similar operations on other military bases and either oversee them or license them to individuals. The web site could also be further developed and promoted to greatly increase the volume of sales from their unique product offerings. Before the owner became ill the business was actively doing shows where they

traveled around to special events such as Territory Days and special gatherings and they were very successful selling goods at these events. This could easily be restarted and in the past had almost doubled their gross revenues and profitability. Trained staff in place. The owner has passed away and his wife cannot operate the business.

● **Profile No. BC-0830,
Outstanding Commercial
& Residential HVAC:**

This 20 +year, well established business is a customer-focused heating and air-conditioning company that employs highly trained people whose goal is to make their company the best service company in their market area. The company specializes in designing, engineering, and

installation of complete comfort systems for both individual homeowners and custom home builders.

They offer service contracts for both commercial and residential customers as well. The company has experienced continuous upward trending revenues since the business was started. The business is located close to major thoroughfares including the Interstate which makes easy access to projects and delivery of materials. They operate from an approximately 5000 square foot, free-standing building with a fenced yard for vehicle and equipment storage. They have an excellent lease that can be assumed or a new lease may be negotiated. Gross Revenues for 2016 were \$1,837,221 and the Seller's Discretionary Earnings were \$493,686. The Asking Price is \$1,300,000

and includes \$119,000 in FF&E and \$30,000 in Inventory. This opportunity has an impressive portfolio of successfully completed projects and an unparalleled reputation for excellence in the industry. A new owner will have a trained staff in place and a solid basis for continued profitability. By following the owners established business model there is no reason not to expect continuing profitability. Colorado is one of the hottest markets in the country and definitely one of the most beautiful places to live.

● **Profile No. DC-0896,
Paint and party Studio (not
a franchise):**

This is an exciting opportunity to step into a turnkey, widely respected, art as entertainment business. If you want to have fun while you work, this business for! All of the sweat equity, build-out, marketing and networking are already done. This is a Family Friendly and Family Owned business (no franchise) beautifully designed and located in Northwest Colorado Springs. This is not your typical paint and sip studio. Here, painters get to paint whatever they choose with personalized step-by-step instructions. Walking distance from dining, and shopping. Location, Location, Location! The business currently offers several Open Paint Sessions a week as well as Team Building, Date Nights, Girls Night Out, Fundraisers, Company Birthday, and Private Parties (Weddings, Christmas, etc.), and Summer Kids camps. Altogether, they are serving 400-500 painters per month. You do not have to be a formal artist to guide the participants. You just need to be someone who enjoys interacting with people and helping them realize their creativity. This is "Fun Art" and not fine art. The Asking Price is \$77,000 and the Gross Revenues have averaged \$130,825 with a Seller's Discretionary Cash flow of \$47,036. There are a few other similar competitors but this has been in successful existence the longest. Growth & Expansion: There is plenty of room to expand hours of operations for growth as well as: additional paint sessions,



private parties, kids classes, alcohol sales, and franchising. Prices could easily be increased without affecting traffic count. Seller may offer partial financing for a qualified purchaser.

● **Profile No. CE-0833, Property Maintenance Company:** This property maintenance company services both inside and outside for their clients. Services include handyman repairs, landscaping, snow removal, floor maintenance and small construction projects. Items within the project that may be out of the scope of owners expertise are subcontracted and overseen by owner. Started approximately 20 years ago by the current owner, the business is now approximately 90 to 95% repeat clientele. The business is operated from a 2,500 square foot leased facility where the vehicles and equipment are housed and maintained. Gross Revenues for 2016 were \$419,345 and the SDE for the same period was \$90,591. The Asking Price is \$205,000 and includes Equipment with a fair market value of approximately \$52,500. This is an excellent opportunity to acquire a very successful property maintenance company in the Denver area. The main account has given them a number of new contracts for the upcoming year and as can be seen, gross revenues have continued to increase over the last three years. The business would be ideal as an add-on for a purchaser already in a similar business or can easily continue to operate as a successful stand-alone operation. The company has an excellent reputation from which a new owner should benefit by simply following the procedures already put into place by the current owner.

● **Profile No. BH-0826, E-Commerce Niche Firearm Sales:** This re-locatable niche E-commerce site sells exclusively to the USA market. The business is designed to provide customers with the best deals in firearms and firearm supplies. Often times they are providing hard to find products or products that may no longer be available.

41% of U.S. households own 1 or more firearm and consumer spending on hunting and firearms in the U.S. in 2014 was \$6.45 billion. The company has been in business for over a decade and the current owners started this successful business and relocated it to its current location. It can be operated virtually anywhere in the USA but ideally being located near a convenient ground shipping source would be advantageous, but not necessary. Gross Revenues for 2016 were \$4,261,882 and the Seller's Discretionary Earnings were \$967,862. The Asking Price is \$3,750,000 and includes Inventory of \$500,000 and FF&E of \$25,000. Just as E-commerce companies such as Amazon are changing the face of retailing, the same is happening in the firearms industry. Brick and mortar stores are losing much of their appeal to the savvy consumer. The sellers will insure a smooth transition by introducing buyer(s) to their suppliers and product providers. Contacts in this industry are key and the sellers have built relationships that would be almost impossible to replicate. A new owner should have access to a line of working capital of \$1,000,000 or greater in order to benefit from supplies that may not be available on the open market for extended periods of time. With their high merchandise turn over, exposure of merchandise that does not move is rare and if that should happen, they can usually get their cost out of the merchandise since there is such a demand.



● **Profile No. GD-0835, Italian Restaurant:** This popular Italian Restaurant and Bar, located in a southern Colorado city, provides Fine Dining but with lower-budget pricing. It began operations from scratch in November of 2016 and has performed fabulously ever since. Business has averaged just over \$30,000 per month in sales and sales continue to grow. This restaurant has built an outstanding

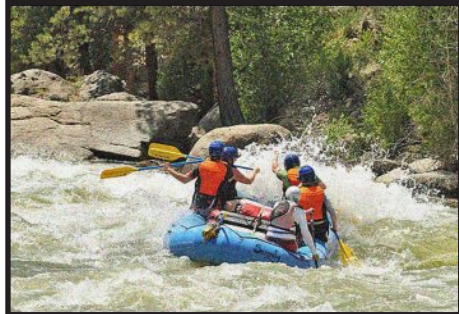
reputation in the community they serve and they serve the greatest-tasting Italian food around. They have tremendous reviews from customers on their Facebook page. Just imagine an evening dinner with your spouse or friend and you are dining to the popular Italian tunes by Frank Sinatra, The three Tenors, and others as well as a host of other tunes from Italy. What a treat!! The company has substantial potential and has shown considerable growth since its inception. They are open only six days per week and are closed on Sunday. The owner spends a relatively small amount of time at the restaurant as he has other business interests in town. A new owner could open on Sunday for a limited serving time and bring in several

thousand dollars more in revenue per month. This business was started from scratch by a local businessman in town. He added new décor including tables, chairs, and booths and as well remodeled an existing bar in the

facility. While the restaurant has only been open for several months, it has made a big impact in the city and has been operating at a profit since day one. Gross Revenues are projected to be \$360,000. The Asking Price is \$117,500 and includes FF&E of \$75,000. This is a relatively new restaurant which was formed in November of 2016. Ordinarily, it would be considered a start-up company but it has been ringing in sales as if it were ten years old. Opening Sundays would create additional revenues even with a limited schedule say of 11 a.m. to 3 p.m. If current food quality and service is maintained by a new owner, sales have nowhere to go but up. Seller put \$20,000 in build-out prior to opening.

● **Profile No. CB-0820, Whitewater Rafting Company:** This popular whitewater rafting start-up company was formed only three years ago. The company has substantial potential and has shown considerable growth since its inception. This business started from scratch. They have

built an outstanding reputation in the outdoor industry and more importantly within the community they serve. They have 5-star reviews on every review site (Trip Advisor, Google, Yelp, etc.) and have 15000+ likes on Facebook. This is not your typical rafting company but rather a boutique company meaning that the customer is put first in priority and make sure the customer has a very rewarding, safe and memorable experience on the water. At this time, there can be no new rafting company permits issued so to obtain a permit, one would have to buy an existing rafting business. This business was started from scratch by three brothers who all grew up within a few hundred feet of the business. They began with just a little bit of equipment and retail products and have grown the business to where it is today. The business is being sold because the partners have other business ventures as well as the fact that the three brothers now live a good distance away from the business and have their own separate jobs. They feel that a more local owner could grow the business even faster. The Asking Price is \$265,000 and includes the license. This company which was formed in 2013. Sales were slow to materialize during the first two years due to lack of knowledge by the public and tourists that this new company existed. But sales nearly doubled in 2016 over 2015 and are up 20% for 2017. The opening of Brown's Canyon and the additional tourism from that should make this business a high-growth business in the future. As more and more people are traveling with an improved economy and more people are wanting to do outdoors adventures, there seems to be no limit as to what this business can do. This is not your typical rafting company as it is a Boutique company meaning that they put people first and make sure the customer has a memorable, amazing, and safe experience on the river.



- **Profile No. GC-0829, Restaurant/Coffee House with Real Estate:** Located in this Central Colorado Mountain Community this business offers great service and food. Delicious sandwiches, desserts and coffee. That is how customers describe this restaurant and coffee house that specializes in breakfast and lunch items offered to customers for take-out or sit-down dining in a beautiful setting or enjoyed outside on the grounds as weather permits. The business as a whole has been described as an "Unexpected Gem". This business has been in operation for over 12 years and is a local favorite as well as very popular among tourists and travelers to the area. The building is just under 3,000 square feet and is included in the asking price. The real estate has a 3 bedroom apartment and would be ideal for an owner if they desired to live on the premises or additional revenue if rented or used as bed and breakfast. The restaurant is set back from the major highway but has excellent visibility and a large parking lot. Gross Revenues for 2016 were \$315,779 and the available cash flow for the same period was \$96,386. The

Asking Price which includes the real estate is \$499,000. Located in a beautiful central mountain community. This entire region has seen a tremendous amount of residential growth.

The business is poised to continue to grow as it did in 2016 where gross revenues were up over 50% from the year before. This is a unique and beautiful restaurant that anyone would be proud to own! If you have ever wanted a lifestyle change where you can operate a thriving business while living on the premises, don't let this opportunity slip by. Hunting, fishing and the fresh mountain air are just some of the added benefits of owning this profitable restaurant/coffee house.

- **Profile No. BC-0821, Sports Equipment Exclusive Distributor:** This exclusive area distributor provides sports equipment to residential and commercial customers for a company with a 20+ year old reputation. Located on Colorado's Front Range, the business could be relocated anywhere in the same area. The products are designed to enhance the safety of all customers whether they be professional athletes, student athletes or the everyday person that use the products to help reduce fatigue and harmful injury to muscles and joints. The product is custom made to fit each user's individual space and style desires. The company that manufactures the products this distributor represents have a long history of providing high quality products with a heavy focus on customer service. They continue to offer innovative designs and state-of-the-art functionality which is incorporated into all of the products they produce. Sales leads are provided by the company as well as an internet marketing campaign the seller has implemented. Qualified leads result in a high conversion ratio. The business is currently operated by 2 people on a part-time basis. Gross Revenues for 2016 expected to end the year at approximately \$305,000 with an SDE for the same period being around \$105,000. For 2017 the seller projects Gross Revenues of \$750,000 and an SDE of \$260,000. The Asking Price is \$1,500,000 and the Seller will offer partial financing for a qualified purchaser. This is an excellent opportunity for anyone that loves sports. The exclusive area that the owner is offering is one that offers tremendous growth. The area has really only been covered by the manufacturer with no local representation and the products they offer are superior to anything else in the market. The new owner is building the sales and as you can see, expects the gross revenues to equal or exceed \$750K next year.

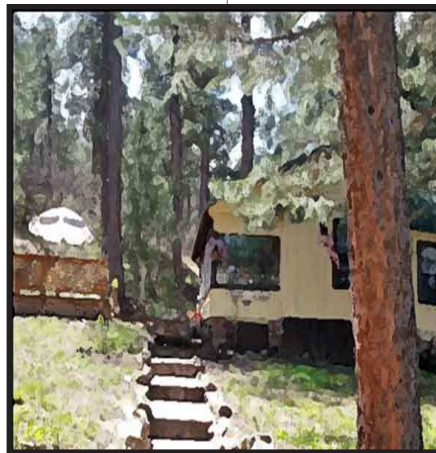
- **Profile No. CE-0832, Fantastic Sam's Cut & Color:** One of Colorado's top, Nationally ranked, producing salons by the Fantastic Sam's franchisor in 2017. This salon has continued to prosper year after year by stressing Fantastic Service. Offering a full range of hair services such as cuts, perms,

coloring, waxing, styling and for men they can work with the beards, mustaches, and shaves. This opportunity is unique in that the owner is not a stylist and basically operates the business absentee. Established in 2005 in one of the fastest growth areas of the city, the potential for continued growth is unlimited. The salon is in 1200 square feet of leased space and the owner has continued to upgrade and refresh the business to maintain a vibrant and inviting work atmosphere for the stylist and customers. Gross Revenues for 2016 were \$615,283 and the absentee Seller's Discretionary Earnings was \$148,796. The Asking Price is \$359,000 and includes Inventory of \$6,500, FF&E of \$75,000 and the Franchise of \$30,000. This opportunity has an impressive portfolio of successfully servicing the entire family hair needs and an unparalleled reputation for excellence in the industry. A new owner will have a trained staff in place and a solid basis for continued profitability. By following the owners established business model there is no reason not to expect continuing profitability. Colorado is one of the hottest markets in the country and definitely one of the most beautiful places to live.

● **Profile No. CB-0828, Residential Painting Contractor Company:** This is a great Colorado Springs, Colorado work-from-home business. The owner has his own crew but also has sub-contractors who do some of the work as well. This is a four-year old award-winning residential painting company. They have won the Gazette "Best of the Springs Gold" house-painter award in both 2016 and 2017. They have an amazing reputation throughout Colorado Springs and the area. This company began operations at the end of 2012. It was started from scratch by the current and only owner and continued through current date. A tragic accident that resulted in the death in the owner's immediate family created a situation whereby he was not able to work the business as he should have in 2014 and 2015. Things are better now and that is shown in the

substantial increase in sales in 2016. He did however continue to use sub-contractors substantially during 2016 to allow himself and others in the family to continue through their grief. Gross Revenues for 2016 were \$91,035 and the Seller's Discretionary Earnings were \$35,237. The Asking Price is \$69,000 and includes \$3,000 in tools and equipment. This is a low-cost established business with an excellent reputation in the area. They have experienced personnel servicing a growing and loyal customer base by offering quality service.

● **Profile No. NC-0824, Vacation Rental or Family Vacation Cabins:** This secluded mountain retreat has all the comforts of home. It can be used for rental income or for a new owner's own family compound for reunions, holidays, or vacations. It is located in the foothills of the Wet Mountains in Colorado. Cabins are available for overnight, weekend, and multi-night vacations. The entire complex can be reserved for groups as well. There are four cabins available. Two are approximately 1200 square feet and the other two are approximately 550 square feet. All the units have comfortable beds and showers, DVD, HDTV, cable Wi-Fi, grills and are complete with stoves, refrigerators, microwave, utensils and everything needed to prepare snacks, cook meals, or bake goodies. A laundry room, volleyball court, horseshoes pit, fire pit, and plenty of picnic tables are available. While the units were built in the



1960's, they have been updated to make very comfortable living quarters for vacations and outings. The current owners purchased the property in early 2013 and have replaced many of the fixtures, appliances, and furniture with new ones. They love the property but have other business interests which are taking much of their time. The Asking Price is \$329,000.

● **Profile No. CA-0834, Professional Photography Studio:**

This unique, popular and successful Colorado Springs photography studio has specialized mainly in boudoir and children's portraits although she does family, senior, and pet portraits as well. There are numerous sets and backgrounds that are utilized in this practice. The trademark work is easily spotted by familiar patrons and appreciated by new admirers. This business was started from scratch by the current creative artist and began

operations in 1978 or 39 years ago. The owner started with a small studio and has now developed this practice into a premier studio with enough sets to impress even Cecil B. DeMille; and it boasts more props and wardrobe to please even Edith Head. Clients

often compare the sets to studio sets. New sets and wardrobes are added annually after visits to photographer conferences throughout the United States. Customers have come to love the ever-changing and always current services this studio has to offer. Gross Revenues for 2016 were \$54,864. The Asking Price is \$87,000 and includes \$65,000 in FF&E. The future of this studio can be tremendous as the current owner does not do work in the area of weddings, large groups, school portraits, and customer home pictures but these items can be added to services if a new owner desires. In fact, she turns down

many calls on a weekly basis for these services. Imagine if a new photographer did the current portrait services provided by this studio and added even one or two specialty services above. This would have the potential of doubling current income. And as more people have more money to spend, they will more often than not spend some of that money on portraits for children and grandchildren, pets, and special events like reunions. Of course, wedding photography at this studio could provide a substantial income increase. We believe the future of this studio with a new owner could become one of the premier studios in the area.

● **Profile No. CB-0819, Retail Health Foods Store:**

This health foods store is one of the premier stores in the southern Colorado area. Their product offerings include vitamins and supplements, fitness products, foods for digestion, weight control, bath and beauty as well as other food and supplements for health concerns. Their desire is to provide a product to help keep the community healthy. This retail health foods store has been in operation for over 25 years and has been owned and operated by the current owner for 12 years. The excellent reputation of the store and its owner have contributed to the overall success of the business. Gross Revenues for 2015 were \$411,319 with the Seller's Discretionary Earnings of \$95,955. And 2016 is expected to be over \$100,000. The Asking Price is \$175,000 plus inventory. Inventory is expected to be approximately \$50,000. As more and more people are becoming or are already very health conscious, they are looking for alternatives to the general over-the-counter foods and vitamins that they consume. And as baby-boomers continue to age, they are looking for a better style of life that includes healthy living and are willing to spend the money for these type foods and supplements.

● **Profile No. GB-0831, Women's Clothing & Accessories Boutique:**

This established Colorado Springs retail

business provides the latest in upscale clothing for the young and young at heart. In addition to fashion wear the store also sells accessories such as shoes, hats and jewelry that appeal to the 17 to 35 year old age demographic. They also have a small selection of men's clothing and accessories. This business has been in operation for over ten years and has an excellent mix of repeat clientele as well as visitors to this popular retail area of Colorado Springs. The store is well laid out in its design and provides a comfortable and extremely attractive shopping experience for customers. There is a back office and additional storage for merchandise and seasonal items. The Asking Price is \$90,000 and includes Inventory of \$30,000 and FF&E of \$10,000. Gross Revenue for 2016 were \$190,215 and the SDE was \$42,529. This is a fantastic opportunity for someone that enjoys working with people and retailing the latest trend in upscale clothing and accessories. The business is in a very popular location and has an attractive web site where customers can view and purchase items if desired. A new owner should be able to continue to build on the success of the business and could add some higher priced hand bags and additional accessories that customers have asked for recently. They carry some items that other competitors don't and that only can be purchased in their store.

● **Profile No. CB-0827, Commercial & Residential Restoration Company:**

This is a great work-from-home business. The owner has his own crew but also has sub-contractors who do some of the work as well. This is a twenty-five-year-old company. Their work involves water damage, fire damage, and storm damage restoration in addition to mold remediation and cleaning services for both residential and commercial customers. They have an

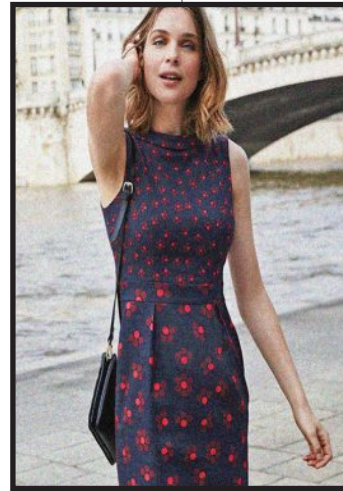
amazing reputation throughout Colorado Springs and the area and their work is outstanding as if the damage never even happened. They have an A+ rating from the Better Business Bureau. This company began operations in 1992. It was started from scratch by the current and only owner and continues through current date. Sales have increased steadily and have within the past couple of years increased substantially. 2016 would have been a

stellar year except for a "scam" lawsuit from a professional litigant. 2016 sales increased at a good percentage but the one-time lawsuit pulled profitability down. The owner states that he has had some health problems and that is the reason that he has decided to sell his business. Gross Revenues for 2016 were \$85,284 and the Seller's Discretionary Earnings were \$38,354.

The Asking Price is \$115,000 and includes \$80,000 in assets. This is a low-cost established business with an excellent reputation in the area. They take pride in servicing a growing and loyal customer base by offering quality service.

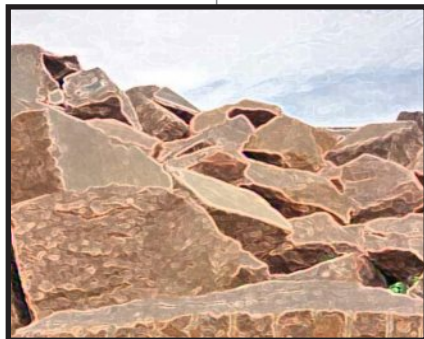
● **Profile No. CD-0818, Courier Service:**

TREMENDOUS CASH FLOW. This American-owned delivery service just keeps on going and going. Deliveries are local or nationwide and can consist of flowers, documents, or anything that can be delivered. Each driver owns and operates his own vehicle and are paid as contract 1099 employees. Customers, many of whom are daily customers, are located not only across the state of Colorado but deliveries or shipments are made to locations all over the U.S. Deliveries are made 24 hours per day. Drivers are on call and are located in Denver, Ft. Collins, and Colorado Springs. They are fully insured with liability insurance for cargo and drivers. This business was established in 2009 by the original and current owner who has over 18 years of delivery experience. The general



manager has over 15 years' experience in the transportation industry. As with most new businesses, activity started out slowly and has grown since to over a one-half million-dollar enterprise. A new office was opened in February, 2016, so as to handle the increasing amount of business. Gross Revenues were \$534,188 for 2015 with the Seller's Discretionary Earnings for the same period being \$146,951. The Asking Price is \$495,000 and includes FF&E with a fair market value of \$3,500. This business is a great business for someone wanting to sit back and let others do the work but where the new owner could reap the financial benefits. This business seems to have only one way to go and that is up. Just look at Federal Express and United Parcel Service and see how they have grown over the years. Local and statewide deliveries are growing and should continue to grow during the next several years or even longer. Many business owners are realizing that it is much cheaper to have an independent delivery service to deliver packages or documents rather than send one of their own employees out to make the delivery. This not only saves employee time which equates to money saved but also reduces the liability by sending an employee out in either their own car or a company vehicle.

● **Profile No. BD-0811, Procurer and Distributor of Natural Stone:** This wholesale distributor of natural stone operates from the front range of Colorado with sources in both Colorado and Wyoming for their products. The procurement of the multiple varieties of stone takes place from the spring to fall and stone is only delivered to retail yards on a presold basis. Approximately 75% of their sales volume is to businesses along the front range with the balance going to other areas in the United States. 90% of the customers are



repeat customers with the remaining 10% usually customers coming from outside of Colorado. Primary use of the stone is in residential and commercial construction and landscaping. Started approximately 10 years ago by the current owners, the business has grown from one stone resource to now over four. The business is operated from the owners' home and is operated only five and a half months a year. Customers place their orders prior to the season and products are delivered on a preordered basis. New types of stone are introduced in a way that prevents the customers from being overwhelmed while maintaining their current inventory needs. Gross Revenues were \$654,093 for 2016 with the Seller's Discretionary Earnings for the same period being \$162,809. The Asking Price is \$400,000 and includes FF&E with a fair market value of \$150,000. This is an excellent opportunity to take over a well-established business with an excellent reputation for quality products and consistent delivery. The owners have all of the processes in place and a large part of the business is logistics from the acquisition of the products to the efficient scheduling and delivery to the customers. The business could easily be expanded and would be ideal for a husband and wife or two partners that could work in the business. The stone resources could be expanded and the customer base increased as a result of these resources. You don't find too many niche opportunities like this on the market.

● **Profile No. AC-0801, Quality Stair Manufacturer:** This long established Front Range manufacturing business provides quality stairs built to the customer's specifications. Customers include home builders both custom, spec and tract homes as well as remodelers. Finished stairs are picked up by the customers or delivered by them to the site

location. They do have a large regional building materials reseller that they furnish products for through their sales efforts. The current owners are only the second owner/operators of this 30 plus year old business. Operated from an approximately 3,500 square foot leased facility they pride themselves in producing a quality consistent product through the use of well-maintained equipment operated by dedicated professionals. Gross Revenues for the last 12 month period were \$520,039 with the Seller's Discretionary Earnings for the same period being \$145,510. The Asking Price is \$420,000 and includes equipment with a FMV of \$200,000 and inventory of \$7,000. This business has an excellent reputation for providing quality products delivered to the customer on time. Their current customer base is regional in nature and a new owner could either hire an outside sales person or dedicate a portion of their current responsibilities to marketing the businesses products to the surrounding areas. An emphasis on consistent quality is emphasized as really their only current competition is from framers building stairs as part of an overall job. Recently they have entered a large metropolitan market through a major provider to builders and this is proving to be extremely significant. The Seller is also very open to providing a new owner with an extended training period should it be required.

● **Profile No. CB-0807, Environmentally Friendly Lawn Care Company:** This is a lawn care company franchise that uses electric equipment charged from solar panels on the trucks, which provides a environmentally safe and quieter maintenance operation. Lawn treatment programs consist of all organic products to provide a safe environment for everyone in the yard and on the lawn. Custom treatment programs can also be offered to meet the needs of a broader client base. Services provide about 90% of sales and the balance comes from the sale or use of product. This business was formed and began operations in 2010. It is a franchise. The first couple of years were slow in getting started but with the help and training from the franchisor, sales

began to grow substantially in 2013. Sales for 2013 and 2014 held steady. 2015 sales were lower but profitability was higher. The reason was due to restructuring to keep the most profitable clients only that fit the company's ideal customer and values for longer-term customer relationships. Gross Revenues for 2016 were \$200,287 and the Seller's Discretionary Earnings were \$63,703. The Asking Price is \$137,759 and includes \$24,000 in FF&E as well as the value of the franchise. This business has great potential for the future. As more and more people are looking to do their part in assisting with environmental issues and emissions reductions, the business is becoming a more popular option for service needs. Products used also provide a safe yard without harsh chemicals for people and pets to enjoy the yard. Equipment is significantly quieter than gasoline equipment which is attractive among many prospective clients.

● **Profile No. CB-0800, Assisted Living Facility:**

This is an 8-bed assisted living facility which was started in 1990. This facility is Medicaid-approved however private-pay residents are accepted. The current Medicaid rent amount per resident is \$2,200.00+ per month. The home consists of 8 resident bedrooms (one with private toilet & sink). It has one staff bedroom with a laundry room in the closet. It has one storage room, living room, dining room, entry and office area, kitchen and one full bathroom. It has a toilet and sink bathroom with a shower. The home sits on a 16,000 square foot lot with a large gazebo. There is plenty of room for expansion. Gross Revenues for 2016 were \$156,259 with the Seller's Discretionary Earnings for the same period being \$29,709. The 4th quarter-2016 began with at least 7 residents. 2017 should be a very profitable year at approximately \$54,000 SDE if 7 residents are maintained. Current number of residents is 8. The Asking Price is \$279,000 and includes real property worth approximately \$200,000. Assisted living facilities are growing in number due to baby boomers nearing or exceeding retirement age and they need some kind of help but not necessarily skilled care.

And as Medicaid and private pay amounts are continually increasing, revenues also continue to increase thereby creating a greater profit margin. These type facilities are becoming the home of choice for residents as they are able to maintain their own standard of living in a home-like atmosphere. Many of these facilities are located in homes just like where many of us live.

● **Profile No. ND-0798, 32 Bed Assisted Living Elderly Care Center:**

32 Bed Assisted Living Elderly Care Center. Assisted living is a very important part of the continuum of senior care. This 32 bed assisted living elderly care business consists of two properties each with 16 beds and attached homes for owners or supervisors. This business is designed for individuals who require assistance with everyday activities such as meals, medication management or assistance, bathing, dressing and transportation. With that in mind, a long-term care option that combines housing and support services is the perfect solution for those concerned with the care of their loved ones. The centers do have an innovative work program for residents that help them with self-confidence and a sense of well-being. One property was built in 2003 and the other was completed in 2008. Each 16 bed facility is one-story consisting of approximately 4,150 square feet and both centers have an attached two-story single family residence attached. Gross Revenues for 2014 were \$804,979 with the Seller's Discretionary Earnings for the same period being \$240,430. The Asking Price is \$2,595,000 and includes real property worth approximately \$2,200,000. Several options exist for a new owner. The facility is fully staffed and could be



operated as the current owner is doing with no change in staffing or responsibilities. Additional marketing is always an option to increase occupancy. If the new owner was a couple they could occupy one of the residences and take on some of the responsibilities such as cook, administrator or even handyman services for which there is a full time person now. The seller will consider selling each facility separately and there is some existing financing in place that could be assumed.

● **Profile No. CF-0781, Gas Station, Tire Sales & Service, Auto Service Shop:**

This Southeastern Colorado business and real estate is a full-service fuel facility offering name-brand gasoline and diesel products, propane, as well as automotive services including oil, lube, repair and name brand tire products and repair. They also have mobile repair services. The property consists of two facilities; a gas station/auto repair center and a separate tire storage building which also includes a 4-bay auto detailing shop. There are two pump islands that are

covered and can accommodate automobiles as well as trucks. The business has a trained staff and state-of-the-art diagnostic equipment that allows them to provide for all types of auto-truck repairs and maintenance. This is a family-run operation

which has been in business for over 40 years in the same location. Current family owners (husband and wife) have owned the business for the last 22 years. The business is located at the intersection of two busy streets offering excellent entry and exit and has direct access to a major U.S. Highway. Gross Revenues for 2015 were \$2,133,840 with the Seller's Discretionary Earnings for the same period being \$165,072. The Asking Price is \$415,000 plus Inventory, and includes

equipment with a FMV of \$80,000. This is an opportunity to purchase an established business with an excellent reputation. With the recent discovery of oil and natural gas reserves in the area, growth should continue to increase. Being located adjacent to the major highway also should ensure a steady stream of customers well into the future.

● **Profile No. CC-0797, Remediation Services Company:** This is a great work-from-home business. The owner is the one who keeps everything together. She does inspections, site verifications, as well as other chores including the inspection of work performed. She has crews to do the heavy work such as yard maintenance and snow removal. This company has been in business for over 12 years. It started out as gangbusters and continued on for several years. For the past couple of years both husband and wife owners have had family members who have had worsening health conditions and therefore they decided to slow down so as to be able to spend more time with these family members. They began terminating agreements with smaller clients and are now down to their biggest clients. Amazingly, owner discretionary income remains at the same level but the workload is lighter. They say that there are many older customers who would like to come back on-board so a new owner with more time should be able to attract a good number of those clients back into the fold. Gross Revenues for 2014 were \$205,044 with the Seller's Discretionary Earnings for the same period being \$59,663. The Asking Price is \$149,000 and includes equipment with a FMV of \$10,000. This is an established business with an excellent reputation in the area. They have experienced personnel servicing a growing and loyal customer base by offering quality services.

● **Profile No. GC-0776, Award Winning German Restaurant:** Established in 2009 by European owners who wanted to bring their cuisine to Colorado Springs! This restaurant has been voted "Best in the

Springs" 3 years in a row! The restaurant is in a retail 1,580 sq ft space and would be easy to operate once a new owner has become familiar with the food they serve. All the recipes are in place. Currently there are 5 employees which include one owner/operator. The fabulous food served is at a very affordable price so this restaurant is family orientated yet has many loyal customers. The restaurant is attractively decorated and the equipment is in excellent working order. Gross Revenues for 2016 were \$495,438 with the Seller's Discretionary Earnings for the same period being \$97,070. The Asking Price is \$180,000 and includes \$65,000 in equipment and all inventory on hand at the tie of closing. This is a great opportunity for a couple or an owner that wants to own and operate this well-established business with an impeccable reputation and increasing the customer base. Some of their products are currently being sold to non-restaurant operations and this could be expanded if desired. A hotel and restaurant liquor license is another expansion opportunity that should relatively easily be obtained if desired. Serving alcohol would be a great compliment for dinner customers especially.

● **Profile No. AC-0755, Irrigation Industry Parts Manufacturer:** This company produces a line of patented and non-patented plastic injection mold parts for use in the irrigation industry. The products are engineered for industrial applications and include specialty fittings as well as standard fittings. The products are designed for contractor use but are easy enough to use by the everyday lay person. They own the six (6) molds and tooling for production of some 100+ parts. Parts production is currently being subcontracted to several area molders and is done on a part-time basis. An additional asset is their vendor numbers with the major big box retailers. The owner estimates that by producing the parts in-house, an additional 67% of manufacturing costs could flow to the bottom line. Gross sales for the last 4 years have averaged just under \$400,000 per year. Seller's Discretionary Earnings (SDE) for 2014 was approximately \$176,000 if the products were manufactured in-house. 2015 sales volume is ahead of 2014. The

Asking Price for the business is \$950,000. This business has tremendous growth potential. Currently sales are limited to four (4) states and a few other retailers of a few select parts. They have been given vendor numbers for several other large box retailers and need to actively pursue these existing contacts. The insert fittings for polypipe are not used in all States such as Arizona or California and a concentrated marketing effort to some of the larger specialty contractors in those states could accelerate the eventual acceptance and usage. They do have some limited distributors representing their products to contractors and independents and this could be expanded as well. There are some other competitors in the market but none has the reputation for the quality of parts that this company possesses.

● **Profile No. CA-0738, Travel Agency:** This is a lovely Colorado Springs, CO based business ideal for a husband-wife team. The cost of this business is less than \$50,000 and is very affordable. Think of the excitement of putting together a travel plan for a group of people whether for a business excursion or for a group of senior high school students. And not only that, what about the excitement of being able to do tours and travel to foreign countries all in the name of business. This travel agency was started in 1987 and has weathered the financial storm when the airlines cut travel agency commissions. While sales are not what they used to be before that time, they are on the rise. Established in 1987 and has the same owner from the beginning. Gross Revenues for 2016 are projected to be \$91,000 with the Seller's Discretionary Earnings for the same period being \$41,000. The Asking Price is only \$58,500 for the business and includes \$10,000 in Equipment. Potential is great. A younger couple would have more energy to promote themselves through memberships in the chamber of commerce, better business bureau, etc. As the economy improves, more people will be using travel agencies again and more tours and cruises will be booked through these agencies.

Happy 4th of July!!!

Explanation of terms used in the description of our businesses:

1. Down Payment - The amount of cash being asked by the Seller from the Buyer as an inducement to enter into and complete the purchase/sale of the business.

2. Asking Price - The total consideration (cash plus notes plus assumable obligations, etc.) being conveyed from Buyer to Seller in return for the title to the business (evidenced by a "Bill of Sale").

3. Sellers Discretionary Earnings (SDE) - This is a calculation showing the earnings generated by the business for the most current fiscal year or the calendar year, unless otherwise indicated, by adding back to the net profit shown on the financial statement those expenses that are discretionary to the Owner/Seller, e.g., owner's salary (1 owner) and benefits, noncash expenses (depreciation, amortization), etc., and certain nonrecurring or unusual expenses. Details of SDE are available in the master files at the office of National Business Brokers, Ltd.

4. Annual Gross Sales (Revenues) - The sales volume for the most recent 12 month period, or for the most recent calendar year, or for the most recent fiscal year.

5. FF&E - Stands for **F**urniture, **F**ixtures, and **E**quipment. It is usually included in the asking price of the business, and will be noted if it is not.

6. Inventory - A company's merchandise, raw materials, and finished and unfinished products which have not yet been sold. Usually included in the asking price but if not will be noted.

7. Real Estate (Property) - Real estate (property) is property that includes land and buildings, and anything affixed to the land. For a business, real property would include warehouses, factories, offices, and other buildings owned by the business. Real property only includes those structures that are affixed to the land, not those which can be removed, such as equipment. Typically not included in the asking price but will be noted if it is.



Listing Recap:

<u>Page No.</u>	<u>Profile No.</u>	<u>Asking Price</u>	<u>SDE</u>	<u>Notes:</u>
1	CB-0897	\$350,000	\$100,000	
1	BC-0830	\$1,300,000	\$493,686	
1	DC-0895	\$77,000	\$47,036	
2	CE-0833	\$205,000	\$90,591	
2	CD-0826	\$3,750,000	\$967,862	
2	GD-0835	\$117,500		
2	CB-0820	\$265,000		
3	GC-0829	\$499,000	\$96,386	
3	BC-0821	\$1,500,000	\$260,000	
3	CD-0822	\$350,000	\$172,757	
2	CD-0832	\$359,000	\$148,796	
4	CB-0828	\$69,000	\$35,237	
4	NC-0824	\$329,000		Includes RE
4	CA-0834	\$87,000		
5	CB-0819	\$175,000	\$95,955	
5	GB-0831	\$90,000	\$42,529	
5	CD-0827	\$115,000	\$38,354	
5	CD-0818	\$495,000	\$146,951	
6	BD-0811	\$400,000	\$100,000+	
6	AC-0801	\$420,000	\$135,420	
6	CB-0807	\$137,759	\$63,703	
7	CB-0800	\$279,000	\$34,164	RE Included
7	ND-0798	\$2,595,000	\$240,430	RE Included
7	CF-0781	\$415,000	\$165,072	
8	CC-0797	\$149,000	\$59,663	
8	GC-0776	\$180,000	\$97,070	
8	AC-0755	\$950,000	\$176,000	
8	GA-0738	\$58,500	\$41,000	