



April 2022:

● **Profile No. GC-0900,
Breakfast and Lunch Cafe:**

Are you ready to take the keys to a charming Colorado Springs breakfast and lunch cafe with a loyal following that serves up fantastic food? Home of the famous 16" Big O' Pancake, Fabulous Muffins, Eggs Benedict, Breakfast Platters, Omelets, Breakfast Burritos, Skillet, Buffalo and Beef Gourmet Burgers, Salads, Soups, and Chef Specialties...Pecan Parmesan Crusted Chicken, Marinated Pork Tenderloin, Chicken Fried Steak, Fish Tacos, Daily Specials, and cakes and pies. The current owners also provide catering for special events. Indoor seating for 28. Nice weather days provides covered and open sky outdoor seating for 28. Drive through window. Asking Price is \$120,000 and Gross Sales were \$163,000. This is one of just a few restaurants in the area. The owner is moving out of state to care for a parent.



● **Profile No. GD-0890,
Well Established Military
Surplus Shop Edit Listing:**

This military surplus store is the ultimate destination for military, camping and hiking enthusiasts, they sell high quality military wear, boots, hiking gear, carabiners, paracord, gold panning supplies and outdoor camping equipment. Started over 25 years ago, the business has a high reputation for selling quality products at great prices.

Great location on main thorough fare. The business is ideal for the outdoor entrepreneur or military enthusiast who would like to take over a well-established business that has been open for more than 25 years. Asking Price is \$300,000 and Gross Sales were \$199,808 with the SDE for the same period being \$46,800. Included is inventory of \$260,000 and FF&E of \$40,000. With Colorado Springs hosting 5 military bases, a large military population and being located at the foot of Rockies, sales for outdoor equipment will continue to be in

high demand. Colorado is currently growing at an annual rate of over 15% per year and is rated one of the top locations to live in the US.

● **Profile No. CC-0898,
Established Garage Door
Sales & Service Company:**

Fast Growing El Paso County Established Business! This company provides garage door sales and services to existing and new customers throughout the Colorado Springs area. The company is the main garage door servicer and installer for two major companies. Their revenues are divided approximately 50/50 between sales and servicing. Currently the company has more business than they can service and so they have not been doing any advertising, current business is through existing customers or word of mouth. This company has been servicing the Colorado Springs market for more than 20 years.

Currently has a manager and three installers and owners are not involved in the day-to-day operations of the business. Sales for the company were not affected by COVID. Asking Price is \$150,000 and Gross Sales were \$380,858 with the SDE for the same period being \$55,756. Included is inventory of \$50,000 and FF&E of \$73,000. This business offers purchasers the right resources and a solid foundation on which to continue and grow. Company sales grew over 30% year over year from 2020 to 2021 with no marketing. Colorado Springs is growing at approximately 15% annually according to the US Census Bureau and will continue to be a top US housing market in 2022.

● **Profile No. CB-0897,
Music Studio, Private and
Group Lessons:**

Have you dreamed of owning a business that gives the most life-enriching services to your friends, neighbors, and community? Well, here it is. Give the gift of music. There isn't any other business like a music instruction business. This locally owned Music Studio has been providing instruction for Piano, Strings, Woodwinds, Guitar, and Percussion/Drums for all ages and levels and experience. The Studio was started in 2000 out of the owner's home, and as they grew, they moved into retail storefronts in a number of locations in Colorado Springs. They are currently operating out of one leased location. Music builds imagination and intellectual curiosity: Introducing music in the early childhood years can help foster a positive attitude toward learning and curiosity. Artistic education develops the whole brain and develops a child's imagination.

The music studio has multiple rooms with pianos and space for private or group instruction. The Music Studio has a "Jam Session" room, with video and audio recording capabilities. Asking Price is \$130,000 and Gross Sales were \$155,000 with the SDE for the same period being \$49,000. Included is inventory of \$5,000 and FF&E of \$40,000. Seller will provide side-by-side training of the business operation, instruction methods, style, and techniques, for a smooth transition. The length of training will be determined by buyer and seller.

● **Profile No. NA-0896, Residential Property Management Business:**

This Property Management business is a terrific starter business, or a good one to bolt on to your existing PM or Real Estate business. The owner is looking to retire after 38 years in business. The current book is 23 residential doors. Operations are run with part-time hours from the owner, and part-time hours from an employee. Most of the regular property maintenance is handled by a local handy-person. Asking Price is \$140,000 and SDE being \$70,000. Included is inventory of \$500 and FF&E of \$500. This business is not dependent on a physical storefront. It could be run out of your home. (Home Based) At one time, the owner was managing 75 doors as well as managing a full-time Real Estate Brokerage business. A number of years back, when management agreements came up for renewal, the decision was made to downsize to an easier number of doors to manage. The PM door count can easily be added with active marketing. Seller will consider all terms and conditions

● **Profile No. GD-0890, Established Brewpub and Pizzeria :**

Established profitable brew pub and pizzeria, good growth potential! This Colorado Springs based brewpub and pizza restaurant produces Craft Beers in-house and specialty pizzas that are then sold in the company's restaurant. Started over 5 years ago, the business has a very high percentage of repeat clientele. The business would be ideal for someone who is either new to or experienced in the Brewpub/ Restaurant industry.

As one of the co founders will be continuing in the business, the time to learn the business will greatly be reduced. There are opportunities for expansion with the business, ranging from opening new restaurant locations to distribution and sale of custom beers and kegs to other bars/ restaurants. Retail sales can also be increased by setting up channels with distributors. Asking Price for 50% ownership is 250,000 and SDE being \$45,000. Included is 50% inventory of \$24,000 and 50% of FF&E valued at \$122,500. The business would be ideal for someone who is either new to or experienced in the Brewpub/ Restaurant industry. As one of the co founders will be continuing in the business, the time to learn the business will greatly be reduced. There are opportunities for expansion with the business, ranging from opening new restaurant locations to distribution and sale of custom beers and kegs



to other bars/restaurants. Retail sales can also be increased by setting up channels with distributors.

● **Profile No. BB-0895, Water Distribution Business – Semi**

passive: This company provides water to a small community just East of Pueblo with approximately 166 homes and 6 businesses. The company has the right to 80-acre feet of water, and by augmentation may purchase another 40-acre feet. The business is controlled by the Public Utilities Commission and the prices to the customers are

regulated by the PUC. Currently customers pay \$58.75 per month, however a request for rate increase as a result of cost of living increases and additional electric expenses should be approved. The current owner has installed a web based system for client bill paying and accounting. The water company has been in place for 50+ years. Approximately 2,000 ft of main lines and valves have been replaced. The pump house has been updated with new chlorinators and controls. The pumps are approximately 5 years old and very well maintained and alternated periodically for maintenance purposes. The pumps have an expected life of 15 years. Asking Price is \$869,600 and Gross Sales were \$119,392 with the SDE for the same period being \$115,892. Included FF&E of \$137,938. Water is a resource that will always be in demand and in Colorado the demand is ever increasing. This small community has been serviced by this company for some 50 years

and the need for water will always be present. The costs associated with individual homeowners obtaining alternate sources of water would be cost prohibitive. This is a great semi-passive business investment for a family trust or an individual seeking a secured return on their investment. Water is a commodity that will not depreciate regardless of the economy. Installation of meters may reduce the household consumption and therefore reduce the costs of augmentation, thus increasing the net profit of the business.

● **Profile No. CB-0894, Commercial & Residential Landscaping Company:**

This established and well-known business, located in Colorado Springs, Colorado, is a great highly-reputable company performing work for both commercial and residential customers for the past several years. This is a 9-month operation with three winter months of easy living. The owners are looking at slowing down the pace in their lives as they are getting older and need to slow down. They started the business in 2012 and have built a company with a great reputation and high integrity and have provided excellent service to their customers. Their service area goes from Palmer Lake to Fountain. They employ only the highest-trained employees in the industry whose goal is to make this the best landscaping service company in the area. In addition to general landscaping services, they offer concrete work for driveways, sidewalks, and other areas, flower gardens, decorative rock and other similar type services. They provide excellent service to both commercial and residential customers. This company began operations in 2012



and was started from scratch by the current and only owners and continues through current date. Gross Revenues were \$413,799 and SDE for the same period was \$85,002 and includes FF&E valued at \$30,000 and inventory of \$10,000. The Asking Price is \$175,000. 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. FD-0891, Owner is retiring. Take over a very nice owner operator store.:**

*Excellent location in Colorado Springs
 * Spacious Store that has a great layout
 * Located in a Strip-Shopping Center
 * Great potential to add additional displays and inventory
 * High Daily traffic count on one of the busiest streets in Colorado Springs
 * Great opportunity to be your own boss
 * Loyal customer following
 * With some targeted marketing, working a referral program, sales will increase
 Asking Price is \$280,000 and Gross Sales were \$420,953 with the SDE for the same period being \$20,418. Included is inventory of \$155,000 and FF&E of \$12,000. The store is in a great location in North Central Colorado Springs. The property consists of multitenant in-line space, three buildings on pad sites. The center features a stucco design with attractive tenant signage and easy access points. High traffic counts with great visibility and easy access.

● **Profile No. CE-0892, Landscaping, Commercial Landscaping, Irrigation, Snow Removal:**

This Colorado Springs business provides landscaping, hardscaping, lawn maintenance, irrigation and snow removal services. Started over 15 years ago, the business has a very high percentage of repeat clientele. With over 15 years of experience, this well-established landscaping company has a strong foundation of 37 long term commercial clients under contract which means the new owner will have revenues on the very first day of business. Services include design, irrigation, landscaping, hardscaping, lawn maintenance and snow removal. There are many opportunities to expand this business and capitalize on its brand name and reputation for quality. One partner needs to relocate to assist aging parent. Gross Revenues were \$562,536 with the SDE for the same period being \$1194,760. The Asking Price is \$510,000 and includes \$177,150 in FF&E.

● **Profile No. CB-0880, Patented Product for the Archery Industry:**

Colorado – Relocatable; This patented product offers the archer both professional and recreational a tool that saves time, saves targets and helps you practice better. Designed and manufactured by an avid archer after years of development and refinement. The current product is light weight and easy to use and learn. Margins are excellent and the price point is well below anything in the market. There is truly nothing comparable to this unique product. The product has been under development for the last 6 years and is now fully in production. The business is currently being marketed directly to ranges and clubs as well as through the company's web site. The product is manufactured and assembled 100% in the United

States. Asking Price is \$75,000 paid in 3 installments plus a negotiable ongoing royalty. Assets include: Molds (2 sets), Inventory – assembled and components and Packaging Design and Inventory. This is a fantastic opportunity to purchase a United States based proprietary manufacturing business. The business could be easily relocated or incorporated into an existing business that is involved in plastic injection molding. If a new owner developed additional marketing channels such as representatives or direct sales to major sporting good retailers, sale would sky rocket. Reps at Scheels, Bass Pro, Dicks and others have all seen the product and are 100% behind its ease of use and effectiveness.

● **Profile No. ND-0887/N-0888, Assisted Living Facilities with a solid growth model:** Turnkey Assisted living Facility with two properties each serving 16 residents that can be relicensed to support 32 residents each without any build out expenses. The properties are within walking distance of each other. Staffing is shared between facilities. Directors are in place. Seller is hands off and watches the financials. Each property has a two story home attached that can be used for staff housing or owner housing. A 2021 Industry Specific Valuation was performed by a professional valuation group and can be provided for review. Owner is ready to retire. The owner will consider all offers and terms. A local bank would like to be considered by the new ownership group. This is a terrific 1031 exchange business and Real Estate Package. Asking Price is \$2,900,000 for both properties and is based upon a current appraisal. The seller is looking to retire. Two purpose built facilities with 16 single occupancy rooms that can be expanded to double occupancy

rooms with relicensing. Both facilities have a constant waiting list. All bedrooms are single occupancy and are large enough to be double occupancy. Apply for updated license to move from 16 residents to 32 residents. Move from Medicaid to private pay when possible.

● **Profile No. CF-0886, Security, Fire, Lock & Key, Systems Installation and Monitoring:** Full service residential and commercial security, fire, lock & key, systems installation and monitoring business. Highly respected and reputable services business started in 1970. The Security Services space provides for steady growth with new equipment and installations and the benefits of consistent cash flow from long-term monitoring contracts. This business can be managed and successfully run by anyone with solid business and management skills. The life time value of a customer by providing ongoing monitoring services is significant. The Asking Price is \$1,630,000. The seller is retiring and will consider all terms. The price includes \$80,000 in inventory and \$75,000 in equipment.

● **Profile No. GC-0876, Design & Build, Commercial Electrical Contractor :** Business focuses on the Design and Build commercial Real Estate niche. This business focuses on the Design and Build commercial Real Estate niche. Operating in this niche of the market delivers predictable and consistent margin in the jobs that translates into a very profitable company for the owner and is able to pay his staff well too. The reputation



of jobs done right, on budget, on time, have turned into the highest possible levels of respect in the community. Focusing on the Design and Build market affords the operation to be very efficient and in turn generate high profits with the fewest number of employees. This is a non-union Electrical Contractor. This would be an outstanding opportunity for an in state or out of state contractor to grow by BOLTING ON this business to your business. Gross Revenues were \$3,200,000 and the Cash Flow was \$650,000. Asking Price of \$1,600,000 Includes FF&E valued at \$271,539 and inventory of \$80,000. Leased commercial building and lot centrally are centrally located. Facilities could be available for purchase with the business. The seller owns the building and leases it back to the business. The front range of Colorado is projected to continue on the growth path for the next 20 years plus. Seller will consider owner carry terms with a qualified buyer. Seller will provide side-by-side training. Length of time will be agreed to by seller and buyer.

● **Profile No. CE-0878, #1 Gourmet Sandwich Shop:** Great opportunity to control market! A great opportunity to buy a well-established gourmet sandwich franchise located in an upscale shopping center in Colorado Springs. The sandwich franchise operation prides itself on the freshest of ingredients made to custom order. The concept is to offer healthy food consisting of fresh bread and the highest quality meats and produce. In addition to this location, the owners have options on two other locations, in essence giving them control of the entire local market.

The location has a solid staff in place, a good combination of full time and part-time employees as well. The store is in an ideal location with great street frontage and excellent visibility. The center draws customers from a university, and with large, major big box anchors such as Home Depot, along with several additional eateries in the same area it ensures continuous traffic flow. The store has been well kept and maintained by the current owners, and ranks in the top 5% of all stores in the franchise. A new owner should be prepared to attend the franchisor's training program for certification as well receiving training from the owners. Gross Revenues were \$652,840. Asking Price is \$250,000 and Includes FF&E valued at \$185,000 and inventory of \$10,000. The owners have effectively managed this store since their purchase, overseeing the daily operations and ensuring customers have a quality product and a pleasant experience. Take-out has always been a large part of the business and has grown with the Covid virus guidelines. Sales are doing well and now back to pre-Covid 19 levels. With the ability to open two additional stores at your control, a new owner can significantly control the El Paso County market. This would be an ideal situation for a husband//wife or couple partnership or even a large family that would like to own a multi-store franchise and have the benefits of localized management.

Were you aware that National Business Brokers offers consulting services to both buyers and sellers whether you list your business with our firm or buy a business through another broker? Our services include valuations, exit strategy planning, purchase valuation and deal structuring as well as overall business consultation. We charge on an

hourly basis and this can often times be the most practical way to approach your particular situation and save you thousands of dollars in the long run. See one of our Consultants for further details.



Happy
Easter

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	GC-0900	\$120,000		
1	GD-0890	\$300,000	\$46,800	
1	CC-0898	\$150,000	\$55,756	
1	CB-0897	\$130,000	\$49,000	
2	NA-0896	\$40,000	\$70,000	
2	GD-0890	\$250,000	\$45,000	
2	BB-0895	\$869,600	\$115,892	Real Estate Included
3	CB-0894	\$175,000	\$85,002	
3	FD-0891	\$280,000	\$20,418	Inventory Included
3	CE-0892	\$510,000	\$194,760	
3	CB-0880	\$75,000+		
4	ND-0887	\$2,900,000	\$230,805	Real Estate Included
4	CF-0886	\$1,630,000		
4	GF-0879	\$525,000	\$165,986	
4	GC-0876	\$1,600,000	\$650,000	
4	CE-0828	\$250,000		