



National Business
Brokers & Consultants

List of Businesses Available

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February 2024:

- **Profile No. DC-0923,
Top rated Smoke Shop in
Colorado Springs.:**

The owner is retiring and looking for a quick sale of his smoke shop specializing in glass only and smoking accessories. The asking price is below inventory value and the store has a great reputation and is easy to run for a people-oriented person.

The business has been in its current location since the owner started the business over 8 years ago. Adding a website would also be beneficial and could not only be used to promote the business but sell products online

as well if desired. A possibility might be adding vape products and a variety of tobacco options which diversifies your product offerings, making the store more appealing to a wider range of customers. This not only attracts new customers but also encourages existing customers to explore additional products. Expanding this smoke shop to include vape products and/or tobacco products can open up significant growth opportunities. Here are some factors contributing to the fantastic growth potential for a smoke shop diversifying into these areas: The market for vape products has experienced substantial growth in recent years, driven by increasing consumer interest in alternatives to traditional tobacco products. This demand presents a lucrative opportunity for a smoke shop to tap into a broader customer base. The Asking Price is \$65,000 and includes FF&E of over \$5,000 and Inventory in



excess of \$50,000. The seller wants to give a young entrepreneur an unbelievable opportunity.

- **Profile No. NA-0922,
Long established Dry
Cleaner with excellent
reputation.:**

Great opportunity to get into recession proof business! Dry Cleaners, long established (30*) years. In current high visibility location for last 10 years. The owners are almost 70 years old and looking to retire. Great family business

with upside potential for younger operators. Currently, they are doing approximately \$7,000 per month in sales and expenses are \$3,500 per month without wages. In the past, the business has generated \$12,000 per month in sales. Equipment is in good working order and business is located in a busy shopping center at the intersection of two major arteries. Dry Cleaning machine does not use perk, hydrocarbon-based cleaning. Industrial dry cleaner and commercial washing machine. Presses for laundry. Price is Only \$35,000. A younger couple or family could easily increase revenues. They do no advertising and discount coupons could be offered. A loyalty program would help and other options might be another drop off location, doing cleaning for a home pickup and delivery service, as well as cleaning for restoration businesses in town.

- **Profile No. CE-0921,
Extremely Profitable
Construction Restoration
Business:**

errific cash flow dealing primarily with insurance carriers!

This Colorado Springs-based construction restoration business works primarily with insurance companies to repair home damages as a result of fire, flood, wind, and other disasters. In addition to insurance work, they also do work outside of insurance claims for homeowners who are looking to remodel and update their residences. This efficient business model utilizes independent contractors to perform the work and therefore the owner has no capital investment in equipment or insurance costs for the independent contractors. The owner is involved in obtaining jobs, scheduling contractors, and accounts receivables and accounts payable processing. The Asking price has been reduced to only \$450,000. Gross Revenues for 2023 are estimated to be \$875,000 with an SDE of the same period \$312,400. This is a great opportunity to own a business that has very high-profit margins. A large majority of the business is paid for by insurance and this company deals with all the major insurance carriers. They have a great track record of job completion and customer satisfaction. Currently, they focus on residential work but could extend their services to the commercial market. Continuing to run the business as is, and growing it organically might be the most lucrative but there many services a new owner could offer

that can bring in additional revenue such as remediation services for water and smoke damage. A profitable construction restoration business provides job opportunities for skilled professionals in the industry. By employing experienced workers, the business can deliver high-quality results, leading to customer satisfaction and repeat business.

● **Profile No. AF-0918, SEstablished Sign, Banner and Display Manufacturer:** Profitable, limited competition in larger service area! This is an exciting opportunity to purchase an established company that manufactures and installs custom signs, banners and displays for business, schools, and universities throughout Southern Colorado. Using the latest high technology equipment, they provide personalized services and attention to detail for each customer to meet any need no matter the size of the job. This company has been delivering excellent products and services at a reasonable price for more than 25 years. Customer satisfaction is priority number one and their dedication to quality is known throughout Colorado. All work is completed "in house" to guarantee quality control and to meet their client's specifications. The Asking price is only \$800,000. Gross Revenues for 2022 were \$1,131,065 and the SDE of the same period \$221,711 Included in the Price is Inventory of \$56,879 and FF&E valued at \$439,580. This is an opportunity for an investor or buyer looking to purchase a very profitable well-established business that services a large geographical area with very little competition. There are very few businesses that can compete with this company in the variety and scale of products and services offered. This is the one stop shop

for customers and businesses needing new signs, banners or displays. There are many areas of potential growth that are available to the new owner such as developing the potential for web sales.

● **Profile No. CE-0917, Specialty Automotive Repair Shop:** This thriving business stands out as a highly profitable venture with a remarkable track record, boasting over 12 years of successful operation. Specializing in the meticulous care of foreign automobiles, including prestigious brands such as BMW, Audi, Honda, Nissan, and Porsche, this shop has earned a stellar reputation for its expertise and attention to detail. The client base is equally impressive, comprising over 400 loyal patrons who have entrusted their vehicles to the shop for an average of six years. Notably, the business operates efficiently on a four-day workweek, presenting a unique opportunity for someone eager to transition from an employee to an entrepreneur. With a solid foundation, a dedicated clientele, and a proven profit margin, this establishment offers a promising prospect for those seeking to take charge of their professional journey. The shop is very efficient and well-maintained, and the equipment is state-of-the-art. The business is currently generating over \$385,564 in annual revenue. The Asking price is only \$220,000. 2023 SDE was \$253,307 Included in the Price is Inventory of \$5,000 and FF&E valued at \$80,000. Equipment includes: Fluke DSO &



Multimeters || Electrical Diagnostic & Programming Equipment Two x 10,000 lb 2 Post Car Lifts [Dannman Brigadier 10AC Lifts] Craftsman Professional 80 Gallon 2 Stage Air Compressor Brake Lathe Robinair R134a Automatic AC Recycler Machine with # ROB 16235 Tracker A/C Detect 3000CFM EVAP Fan (Evap Cooler) Leak Detection Systems Launch J Box || Solus Ultra Genisys EVO USA 2012 Delux with TPMS Autel MaxiSYS Elite MS908E Diagnostic System Jacks, Jack Stands, Engine Hoist, Shop Press & Parts Washer Storage Cabinets, Work Benches & Shelving. There are many reasons to buy this business.

First, it is an established business with a loyal customer base. Second, the facility is efficiently laid out and well-maintained, and the equipment is state-of-the-art. Third, the business is currently generating over \$350,000 in annual revenue. Fourth, with the current economic conditions, people prefer to maintain their used vehicles longer which mean the demand for automotive maintenance shops will continue to be strong. Plenty of opportunity to expand into fleet services and diesel engine maintenance and repair. New owner could expand clientele to include servicing domestic models and vehicles older than 2008.

● **Profile No. ED-0913, Long Established Automotive Machine Shop:** Profitable established machine shop. Established for over 20 years in Colorado Springs, this well-respected engine rebuilding business specializes in automotive machining services. All engine machining and assembly is customized to

the customer's needs. They do no production line work and specialize in stock, restoration, and custom street performance engines and most foreign cars as well. In addition, many options for extending stroke length are available. They are located in a leased 2,000 sf warehouse facility that is easily accessible from all parts of Colorado Springs. All equipment is well maintained and in good working order. The business has almost everything to be a full service automotive machine shop including rod



resizer & mandrels, brake lathe, and fly wheel grinder, plus thousands of dollars in hand tools. if you wanted to go to a full automotive machines shop you might want a crank grinder, boring bar and cylinder hone. They have many specialized tools for cars such as Mini-Coopers. Gross Revenues for 2022 are projected to be \$283,000 with an SDE of \$154,045. The Asking Price of \$225,000 includes \$75,000 in FF&E and \$30,000 in inventory. This business specialize in the restoration of engines from all makes and models, foreign and domestic. A good portion of their work is from repair facilities and dealers but they do have a large percentage that comes directly from customers that are referred to them. They do virtually no advertising and sales and profits could possible be increased by opening earlier or extending the hours and days of operation. They do virtually no advertising and sales and profits could possible be increased by opening earlier or extending the hours and days of operation.

- **Profile No. CF-0916, Small Animal Veterinary Clinic:** This established Colorado Springs veterinary business is

located in a prime location in a growing community. The business has been in operation for over 15+ years and has an extremely loyal customer base. The facility is very efficient and well-maintained, and the equipment is state-of-the-art. The business is currently generating almost \$1 million in annual revenue. The facility is very efficient and well-maintained, and the equipment

is state-of-the-art. The current owner (Veterinarian) is willing to explore options from potential purchasers outside the veterinarian

community.

Gross Revenues for 2022 are projected to be \$978,000 with an SDE of \$461,000. The Asking Price of \$1,200,000 and includes \$40,000 in FF&E and \$20,000 in inventory. Colorado Springs is a growing market in one of the most beautiful cities in the United States. Colorado Springs has ranked consistently in the top 10 or cities for dog ownership and Colorado ranks #1 among the states with the most devoted dog owners according to Forbes Advisor. There are many reasons to buy this business. First, it is an established business with a loyal customer base. Second, the facility is efficiently laid out and well-maintained, and the equipment is state-of-the-art. Third, the business is currently generating almost \$1 million in annual revenue. Fourth, the business is being sold for a reasonable value of \$1.2 million. If you are an experienced veterinarian or looking for a successful business in a growing market, this is the excellent opportunity for you.

- **Profile No. DB-0914, Established Phone Accessory Store:** This Colorado Springs business sells cellular phone accessories in a high traffic location. Doing business for

more than 15 years in the same location. The store requires only one person to operate; currently the owner manages the store and then has the part-time employee work the hours the owner is not there. Potential to grow business by developing Internet web site and expanding through online sales. Gross Sales are \$185,452 with an SDE of \$95,892. The Asking Price is \$120,000 and includes \$8,000 in FF&E and Inventory of \$37,000. This opportunity is ideal for the person interested in entering a retail business that is high margin with a low entry cost. This store has been in business for more than 15 years and is located in a high traffic area with great visibility. The business is well established with a high amount of repeat clientele and has a great reputation for those clients that are looking for those hard to find accessories. As cell phones are now a part of everyday consumer's lives, cell phone accessories will always be in demand making this business recession proof. Seller will consider a small note for a qualified purchaser.

- **Profile No. AJ-0906, Granite Flooring and Countertop Manufacturing Business:** OWNER MOTIVATED! ALL REASONABLE OFFERS WILL BE CONSIDERED. Step into the world of luxury and durability with a granite countertop and flooring manufacturer that boasts over a decade of excellence. This seasoned business has meticulously crafted its reputation for unparalleled quality, becoming a beacon of reliability in the industry. Now, a unique and thrilling opportunity awaits as the business is offered as an asset sale. The chance to acquire this gem is not just a transaction; it's a golden ticket to skip the challenges of startup costs. Seize the moment to step into a well-established venture where the allure of success is paired with the added benefit of an attractive price tag, all while helping a business thrive in the face of unforeseen

health challenges. This is your moment to shape the future of an already thriving enterprise. In Colorado Springs doing business for more than 10 years. FF&E of \$90,000 and Inventory of \$30,000. The Asking Price is \$120,000. The business is being sold for the value of the assets!

Embark on a journey into the heart of Colorado Springs' premier granite countertop and flooring haven, where craftsmanship meets a decade-long legacy of excellence. For over 10 years, this company has been the bedrock of sophistication, customizing granite masterpieces that adorn homes across the vibrant Colorado Springs area. Renowned for their unwavering commitment to quality and customer satisfaction, this business is more than just an entity; it's a testament to customer-centric perfection. Boasting a coveted 5-star rating on Google and an impressive 4.8 out of 5 on the web, the company stands tall as a paragon of reliability and client acclaim. As the population in Colorado Springs soared for 11 consecutive years, with El Paso County witnessing unparalleled growth, the city emerged as a top-tier living destination in 2021.

● **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.



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
Valentine's
Day

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 Furniture, Fixtures, and Equipment. 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	DC-0923	\$65,000		
1	NA-0922	\$35,000	\$24,000	
1	CE-0921	\$450,000	\$312,400	
2	AF-0918	\$800,000	\$222,711	
2	CE-0917	\$200,000	\$231,714	
2	ED-0913	\$225,000	\$154,045	
3	CF-0916	\$1,200,000	\$461,000	
3	DB-0914	\$125,000	\$95,892	
3	AJ-0906	\$120,000		
4	CF-0886	\$1,630,000		

WE ARE IN NEED OF BUSINESSES MAKING AT LEAST \$100,000 A YEAR TO THE OWNER (SALARY/PAYROLL PLUS NET INCOME). IF YOU HAVE SUCH A BUSINESS OR KNOW OF A SELLER, PLEASE CONTACT US! THANK YOU, NBB 1-800-530-2295