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 **ID#: OFF013-B**

***FOR SALE:* Staffing Firm with Niche in CPA & HR Placement**

*80% of revenue comes from recurring clients!*

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| **Financial Overview** **List Price:** **$6,950,000****Gross Sales**

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| 2022 Annualized | Apr 2021 – March 2022 | 2021 | 2020 | 2019 |
| $8,207,100 | $6,702,989 | $5,933,875 | $3,827,626 | $2,801,396 |

**Cash Flow**

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| --- | --- | --- | --- | --- |
| 2022 Annualized | Apr 2021 – March 2022 | 2021 | 2020 | 2019 |
| $3,118,188 | $1,450,625 | $1,263,977 | $466,462 | $466,462 |

* **2021 Profit Margin**: 21%

**Valuation**: TTM Cash Flow x Multiple = Valuation $1,450,625 x 4.8 = $6,963,000 |  | **Funding Example** **Purchase Price**: **$6,950,000**

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| **15% Buyer Down Payment** | $1,042,500 |
| **15% Equity Roll** | $1,042,500 |
| **70% Bank Loan** | $4,865,000 |

**Description** This professional staffing & recruiting firm, based in Kansas, generates 80% of its revenue from recurring clients! This firm has been established for more than 35 years, and has more than 130 clients with strong long-term client relationships. Focusing on the fields of HR and accounting, the firm provides both skilled executives such as CFOs or HR directors (60% of revenue) and temporary staff (40% of revenue). They have over 180 in-progress jobs, representing more than $2,000,000 in total incoming revenue! An additional $1,000,000 of revenue is represented by jobs in negotiation. With an increasing trend of remote work and a demand for skilled professionals after 2021, there has never been a better time to transition into the staffing industry, which is on pace to set new records in 2022. This is a family business that has been around since 1985, with the current, second-generation owner taking over back in 2012. They have plenty of room to grow and add more team members at the current location, without having to find a larger space. The owner is willing to sell the business outright, or partner with a new investor to help grow the business over the next several years. He currently assists with recruiting, though there are other team members who can do this, along with managing the sales team. Possible growth opportunities include hiring additional recruiters, expanding the company’s activity in the HR field, and branching out into other skilled fields like legal or engineering.With a solid reputation, and being established over 35 years, this company is well-suited for the next owner to step in and continue the legacy without a hitch! |
| ***Assets Included in Purchase:* $773,460****FF&E**: $122,428**Software**: $13,370**A/R**: $637,662**Work-In-Progress:** $2,000,000+ (180+ open jobs)**Pipeline:** $1,000,000**Intangible Assets**: Repeat clients, website, positive online presence and testimonials*\*amounts may vary, assets may be depreciated, replacement cost, or fair market value* |  |
| ***Business Information*** **Year Establishe**d: 35+ years**Location**: Kansas**Service Area**: Nationwide**Services**: Recruitment and staffing services in HR and Accounting fields.**Clients**: Accounting firms and private businesses seeking CFO or HR directors.**Lease**: Office space– there is room to grow at the current location!**Reason for Selling**: Retirement planning, and strategic partnership for growth.**Personnel**: 15 FT Employees, 4 PT employees**Seller Training Period**: Negotiable, willing to stay on up to 5-7 years depending on buyer needs**Growth Opportunities**: Bring on additional recruiters for HR field. Expand into other professions.**Current Owners’ Responsibilities**: Some recruiting (there are employees on hand to take care of this); sales team management  |  |
|  ***- CONFIDENTIAL -*** Last Revised NG 5.12.2022 |
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