



Broker Info



Charles Graziani
M&A Advisor/ Staffing Group
 (310) 882-2200 x 131
 LIC# 01906842

Background

General Location: Santa Fe Springs, CA
Category: Business Services (B2B) Staffing
Years in Business: 8
Under Present Owner: 8
Hours of Operation: 8-5
Owner Hours: 8-5
Training: Eight weeks @ hours
Organization Type: C-Corp
Lease Expiration: One Year
Lease Options: Annual
Building Size:
Employees: 14
Reason for Sale: New Opportunity

Financials

Asking Price: \$5,300,000
Down Payment: Negotiable
Gross Sales: Call
Discretionary Cash Flow: \$1,472,700
FF&E: \$50,000
Inventory Included? No
Inventory: NA
Min. Operating Capital: \$150,000
Real Estate Available? No
Rent: \$9,038
Financing: Call

Year	2019E	2018
Gross Sales	\$ 22,083,000	\$ 20,075,600
Gross Profit	\$ 4,169,000	\$ 3,555,000
Disc. Earnings	\$ 1,600,000	\$ 1,233,000

Summary

My client (C CORP) is a full service staffing firm providing excellent contract employees primarily in light industrial applications. **Normalized earnings in 2018 were \$1,250,000 and projected in 2019 at \$1,600,00.** This five location company has five company branches and on site locations in four states and been operating profitably since its founding by the owner in 2010. This firm provide industrial worker to it customers as well as other services including recruiting, payroll, payment of all state and federal taxes, workers compensation coverage, screening, ACA compliance and the management of the contingent work force. All contractor employees are **screened, tested and E-verified** for federal employment eligibility requirements. Customer concentration is less that 12% for any one customer industries served include distribution centers, the food industry and the packaging industry. The company billed 1,600,000 hours in 2017 and company provides 650-700 daily workers to its customers in 2018 with a monthly payroll averaging \$1.3-1.5MM . Titles provided include (but not limited to) quality assurance inspectors, warehouse employees, machine operators, line assemblers, production assemblers, forklift operator, and material handlers. **The asking price is \$5,314,000 and CEO will stay with the buyer when offered a contract.**