



### Broker Info



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### Background

**General Location:** Southern California, CA  
**Category:** Business Services (B2B) Staffing  
**Years in Business:** 16  
**Under Present Owner:** 16  
**Hours of Operation:** 8-5  
**Owner Hours:** 10-3  
**Training:** 12 weeks @ 20 hours  
**Organization Type:** S-Corp  
**Lease Expiration:** 2020  
**Lease Options:** 3 yr  
**Building Size:**  
**Employees:** 7  
**Reason for Sale:** New Opportunity

### Financials

**Asking Price:** \$3,500,000  
**Down Payment:** Negotiable  
**Gross Sales:** \$3,796,000  
**Discretionary Cash Flow:** \$835,000  
**FF&E:** \$25,000  
**Inventory Included?**  
**Inventory:** NA  
**Min. Operating Capital:** \$100,000  
**Real Estate Available?** No  
**Rent:** \$2,582  
**Payroll:** \$25  
**Financing:** SBA

Year	2018 E	2017	2016
Gross Sales	\$ 4,050,000	\$ 3,796,000	\$ 2,500,000
Gross Profit	\$	\$	\$
Disc. Earnings	\$ 830,000	\$ 835,000	\$

### Summary

#### Description:

Our client (S Corp) has provided “per diem” professional nurses SINCE 2002 to the hospital community throughout Southern California. 2018 Revenues are estimated at \$4,050,000 with Seller Discretionary Earnings indicated at \$1,230,000 for the same period (based on actuals through 7/31/18.) Our client's customer list includes the largest Healthcare Networks in Northern and Southern California and the proprietary nursing database includes 1700 active nurses. A Per Diem nurse works on a day-to-day basis when she is needed to cover for regularly-scheduled nurses on their days off. A per diem nurse may also be called in to supplement regular staff when there is a sudden influx of patients. Per Diem employees enjoy a flexible schedule and a variety of workplace settings, while traveling nurses receive premium housing and per diem living allowances. Titles provided (but not limited to) include Registered Nurses for Intensive Care Units, Emergency Rooms, Clinical Decision Units and NeoNatal units etc. Other titles provided are Certified Nursing Assistants and Sitters.

The lucrative travel segment varies from 15 to 20% of the revenues. These are nursing professionals engaged in locations remote from their homes and are provided a “per diem” expense package paid by the hospital system to cover all living expenses in addition to their salaries. The Travel Nursing gross profit is typically 120% of the local nursing per diems’ gross profit with all living expenses billed to the hospital clients.

**This firm has consistently earned JOINT COMMISSION CERTIFICATION status which provides the accreditation necessary to service its hospital.**

Please contact Charles Graziani, BizEx M&A Advisor\Staffing, at 312-404-4771 and/or register online at [www.bizex.net](http://www.bizex.net) for further information.