



**Broker Info**



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

**Background**

General Location: Irvine Ca, CA  
 Category: Staffing  
 Years in Business: 10  
 Under Present Owner: <1 Year  
 Hours of Operation: 8-5PM  
 Owner Hours: semi absentee  
 Training: 4 weeks @ 40 hours  
 Organization Type:  
 Lease Expiration: 10\31\16  
 Lease Options: yes  
 Building Size: 1000  
 Employees: 0  
 Reason for Sale: other business  
 venture\non related

**Summary**

This highly profitable staffing company provides public sector contract services to cities and private land use clients in California. The firm is sole provider to 90% of its governmental entities and services 20 plus municipalities throughout southern California with mostly three year long contracts. This 10 year old company has continued to grow under the present ownership and continues to experience strong demand from California municipalities for consultants with backgrounds in Economic Development, Urban Planning, Project Management, Information Technology as well as many other specialties. The firm has recently increased its bill rates by 20% and its hourly bill rates now vary from \$55 to \$140 per hour for services to clients for different levels of Planners ranging from Technician, Assistant, Associate, Senior and Principal level planners as well as Planning Managers. My client also enjoys an excellent reputation which results in senior level Directors and Planning Managers from many of their clients to want to come work for them in a senior consultant capacity and in turn brings many new business development opportunities. First quarter 2016 results were revenue of \$1,000,968 with SDE of \$324,000 with full year 2016 SDE estimated at \$4,000,000 +.

**Financials**

Asking Price: \$2,500,000  
 Down Payment: Negotiable  
 Gross Sales: \$4,000,000  
 Discretionary Cash Flow: \$780,000  
 FF&E: \$50,000  
 Inventory Included?  
 Inventory:  
 Min. Operating Capital: \$50,000  
 Real Estate Available? No  
 Rent: \$899  
 Financing: Call

Year	2016E	2015	1st Half 16
Gross Sales	\$ 4,000,000	\$ 2,514,633	\$ 1,662,000
Gross Profit	\$	\$	\$
Disc. Earnings	\$ 780,000	\$ 277,473	\$ 386,000

Contact Charlie Graziani-BizEx M&A Advisor-312-404-4771