



Broker Info



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M&A Advisor/ Staffing Group
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Background

General Location: SoCal\NoCal, CA
Category: Staffing
 Software & Technology
Years in Business: 9
Under Present Owner: 9
Hours of Operation: 8-5
Owner Hours: 8-5
Training: 4 Weeks weeks @ 20 hours
Organization Type: S-Corp
Lease Expiration: 2023
Lease Options: 5 Yr renew
Building Size:
Employees: 10
Reason for Sale: Increase revenues with increased staff-GROWTH!

Financials

Asking Price: Accepting Offers
Down Payment: Negotiable
Gross Sales: \$6,415,000
Discretionary Cash Flow: \$1,216,000
FF&E:
Inventory Included?
Inventory:
Min. Operating Capital: \$100,000
Real Estate Available? No
Rent: \$2,800

Summary

This staffing company was founded In 2013 and has grown to almost \$7,000,000 in the last 10 years. Revenue for 2021 was \$6,415,000 and EBITDA was \$1,299,000. Offices are located in two key cities in Northern and Southern California. the owners and recruiting staff place "direct hire" personnel as well as temporary personnel. Ownership is tech savvy and makes @25-30% of its placement in the very high demand SAAS segment. Both partners in ownership had enjoyed multiple years of successful placement experience with multi national staffing firms prior to this enterprise. They enjoy two offices in their respective areas with their placement personnel present at each location. My client has risen to become an INC magazine 5000 honoree. The owners are willing to sign a contract for up to three years after closing so that they can continue to participate and steer the company to increase revenues and net profits.

Year	2021	2020* Covid19 Lockdown	2019
Gross Sales	\$ 6,415,000	\$ 4,501,670	\$ 3,406,000
Gross Profit	\$	\$	\$
Disc. Earnings	\$ 1,216,000	\$ 315,500	\$ 924,000