

FOR SALE: Recruiting and Staffing Agency – Owner will hold 30%

Staffing Firm with Niche in CPA's and HR 80% repeat customers with an average of 60% permanent placement!

Financial Overview

List Price: \$9,450,000

Gross Sales

2022 Annualized	Oct 2021 – Sept 2022	2021	2020	2019
\$8,059,932	\$7,379,484	\$5,933,875	\$3,827,626	\$2,801,396

Cash Flow

2022 Annualized	2021	2020
\$2,100,079	\$1,263,977	\$811,289

- **Profit Margin:** 27%

Valuation: 22 Cash Flow x Multiple = Valuation
 \$2,100,079 x 4.5 = \$9,450,355

Assets Included in Purchase: \$806,364

FF&E: \$122,428

Software: \$13,370

A/R: \$670,566

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 Established: 35+ years

Location: Indianapolis

Service Area: Nationwide

Services: Recruitment and staffing services in HR and Accounting fields. Permanent Placement is 60% and Temp is 40%.

Clients: Accounting firms and private businesses seeking CFO or HR directors. They boast an 80% repeat client base.

Lease: Office space– there is room to grow at the current location!

Reason for Selling: Strategic partnership for growth.

Personnel: 17 Employees: 1 Contoller/Office Manager, 1 VP, 11 Recruiters, 2 Account Managers, 2 Admin

Seller Training Period: Negotiable, willing to stay on up to 5-7 years depending on buyer needs

Growth Opportunities: Expanding the company's activity in the HR field and branching out into recruiting for other professional fields like legal or engineering industries.

Current Owners' Responsibilities: Sales team management and mentoring.

Funding Example

Purchase Price: \$9,450,000

15% Prom Note	\$1,417,500
15% Equity Roll	\$1,417,500
70% Bank Loan & Buyer Down	\$6,615,000

Description

This Staffing Firm specializes in staffing for accountants and CFO's nationwide: this firm has a client base made up of 80% repeat customers including private businesses and accounting firms with a service break down of 60% permanent placement and 40% temp workers. Having served clients for over 35 years, this firm has been able to develop an excellent team of 17 employees including a vice president controller, office manager, 12 recruiters, 2 account managers, and 2 admin. The team is currently executing over 180 open jobs equaling to \$2,000,000 of work-in-progress. The owner of this recruiting and staffing agency is looking for a strategic partner to grow the company and has offered to stay on with the business for 5-7 years. The seller has expressed their good faith in the ongoing success of this business by offering a 15% prom note and 15% equity roll of this purchase. The 2022 cash flow is annualizing at \$2,100,079 with a profit margin of 27%!

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 acts as a mentor and meets with his sales team. Possible growth opportunities include expanding the company's activity in the HR field and branching out into recruiting for other professional fields like legal or engineering industries. This is a family business that has been around since 1985 proving that they have the right processes and procedures in place! They have plenty of room to grow and add more team members at the current location, without having to find a larger space.

Priced at **\$9,450,000** and with a solid reputation this company is well-suited for the next owner to step in and continue the on-going legacy without a hitch!

- CONFIDENTIAL -

Last Revised BV 11.22.2022

The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Advisors, LLC. The Firm does not sell real estate. The Firm solely advises on exit strategy.