

FOR SALE: White-Collar Staffing Firm with Focus on Accounting

Seller Seeking Strategic Buyer and is Willing to Carry 30%!

Financial Overview

List Price: **\$9,600,000**

Gross Sales

2023 Projections	TTM Nov '21 – Oct '22	2021
\$10,082,691	\$7,464,853	\$5,936,361

Cash Flow

2022 Annualized	2021	2020
\$2,346,249	\$1,260,257	\$811,289

- **TTM Profit Margin:** 30%
- **Valuation Methodology:**

A: 2021 CF: \$1,260,257 x 7.6 = **\$9,606,225**

B: TTM CF: \$1,845,175 x 5.2 = **\$9,594,910**

C: 2022 Ann CF: \$2,346,249 x 4.1 = **\$9,619,620**

Assets Included in Purchase: \$1,194,476

Combined Furniture & Equipment: \$192,973

W/Cap = A/R: \$1,075,470 – A/P: \$73,970 = **\$1,001,500**

Work-In-Progress: \$2,000,000+ (180+ open jobs)

Business Information

Year Established: 35+ years

Location: Kansas City, MO

Service Area: Nationwide

Services: Staffing for CPAs, Accountants, and HR Professionals. Permanent Placement is 60% and Temp is 40%.

Clients: Accounting firms and private businesses seeking CPA, CFO, Bookkeeping, and HR positions. They boast an 80% repeat client base!

Reason for Selling: Strategic buyer for growth.

Personnel: 17 Employees: 1 Controller/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: After building a 35-year reputation in professional industry staffing, adding Engineering and Architecture or Legal Recruiting would be a natural growth opportunity.

Current Owners' Responsibilities: Sales team management and mentoring.

Funding Example

Purchase Price: **\$9,600,000**

15% Prom Note	\$1,440,000
15% Equity Roll	\$1,440,000
70% Bank Loan & Buyer Down	\$6,720,000

Description

The seller of this white-collar staffing firm is on the hunt for a strategic buyer that can continue to grow the business. In order to make the deal more appealing to this strategic buyer, the seller is willing to carry 30% of the purchase! With services including staffing for CPAs, Accountants, and HR Professionals, the client base for this business is made up of accounting firms and private businesses looking to fill CPA, CFO, Bookkeeping, and HR positions. Their services are made up of 60% permanent placements and 40% temporary workers. While they are located in Kansas City, MO, this business's client base – made up of 80% repeat customers – is dispersed nationwide! Their focused and driven team includes 17 Employees: 1 Controller/Office Manager, 1 VP, 11 Recruiters, 2 Account Managers, and 2 Administrative workers. The teams ongoing hard work, coupled with the business's streamlined operation, has led to continued year over year growth in both revenue and cash flow. In 2021, this business had a gross revenue of \$5.9MM and so far in 2022 has improved this revenue significantly having made \$6.5MM through October alone! Showing support of the business's upcoming continual growth is their current work-in-progress estimation of over 180 open jobs valued at over \$2MM! This business has exponential room for even further growth after the purchase. With \$1.2MM in assets included in purchase, this establishment comes with everything needed to maintain both the current operations and to expand into the various unutilized growth opportunities. Utilizing their long-standing reputation as a professional and industry leading staffing firm to expand into the engineering and architectural or legal recruiting fields would be a natural next step for a buyer.

The current owner of this firm primarily handles the management and mentoring of the sales team. They are willing to stay on with the business for 5-7 years after sale and this is entirely negotiable depending on the needs of the buyer as the primary concern for this business is finding the right owner with a driven, growth focused skillset. Priced at **\$9,600,000**, the current owner has offered to carry 30% of the purchase via a combined promissory note and equity roll to establish their vested interest in the ongoing success of the business after sale. Having been established over 35 years, a strategic owner could build on the existing client base and reputation in a wide variety of outlets. Are you a large staffing firm looking to expand into the professional market? Or perhaps looking to build up your client base, client retention rate, or customer relations? This could be your best opportunity!

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