

## FOR SALE: Service Staffing for Corporate & Social Events

*Servers & bartenders provided weekly for recurring corporate accounts*

### Financial Overview

**List Price:** \$250,000  
**Gross Sales**  
2017: \$462,504  
**Owner Profit/Cash Flow**  
2017: \$73,571  
**Profit Margin:** 16%  
**Multiple:** 3.4  
**Valuation:** 2017 Cash Flow x Multiple = Price  
\$73,571 x 3.4 = \$250,141

### Assets Included in Purchase:

**Equipment:** Office furniture, fixtures and equipment  
**Intangible Assets:** Established name and reputation; client relationships and contacts  
**Inventory:** 15 – 20 branded aprons are on hand for private events – 90% of the uniform can be purchased at major retailers.

### Business Information

**Years in Business:** 25  
**Location and Service Area:** Kansas City  
**Clients:** Corporate, caterers, event spaces, country clubs, hotels, private individuals for private parties & social events

- 10 clients make up 50% of work
- 40% is made up of more than 10 clients
- The remaining 10% is private individuals

**Service:** In any given week, the company is working for 20 accounts  
**Lease:** Fully functional, small office space for interviews; leased month to month  
**Reason for Selling:** Retirement  
**Hours:** Most work is Monday - Friday  
**Employees:** 1 FT, 1 PT – scheduling, billing; 50 on list for staffing events  
**Seller Training Period:** 90 days  
**Growth Opportunities:** Hire more staff. Back house staffing. More private parties.  
**Profit Opportunity:** Seller turns down as much business as she takes on Saturday nights  
**Current Owner's Responsibilities:** Oversees employees and financials

### Funding Example

**Purchase Price:** \$250,000  
15% **Buyer Down Payment:** \$37,500  
10% **Seller Financing:** \$25,000  
75% **Bank Loan:** \$187,500

*A 15% down payment profits \$72,948 in the first year after debt payments.*

### Description

Weekly accounts and more work than can be accommodated keep this service staffing company busy. Established in Kansas City for 25 years, clients are corporations, caterers, event spaces, country clubs and private individuals. In any given week, staff are working for 20 clients, with a handful working full time at the back of the house. While 2 key employees handle scheduling and billing, there is a list of about 50 for event staffing, ensuring that the seller can step away for vacations without a worry.

There is minimal overhead with this business, as only a small office space is leased for interviews and occasionally used by the 2 office staff, who usually work from home. Inventory is small, with 15 – 20 branded aprons on hand for private events. Employees are required to supply their own uniforms, 90% of which can be found at major retailers.

About 18% of income results from staffing for private parties and social events. A buyer could look to increase this revenue stream, or hire more staff to work with corporate clients and food service companies. There is also a growing need for back end staffing, especially during holidays. This is a great chance to take a well-known company and grow it to the next level with more staff and an ambitious owner.

### Next Steps

For a detailed financial package, please contact Cortney Sells or one of The Firm Business Brokerage's professionals at 402.998.5288 or email [Confidential@TheFirmB2B.com](mailto:Confidential@TheFirmB2B.com).