

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

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.

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