



EXECUTIVE SUMMARY

Based out of the Southeast, Client #765 (the “Company”) operates as a contingency staffing agency finding employees in the fields of Engineering, Utilities, Research Facilities, Technical, Administrative Support, Management and Information Technology. Their skillful staff provides solid expertise in recruitment and staff augmentation for companies nationwide, as well as the United States, Canada, Central Europe, Southeast Asia, the Middle East and South/Central America.

Their employees and candidates support a variety of projects including Outages, Capital Projects, Project Management, Project Controls, Project Engineering, Modernizations, Modifications, Engineering, Design, Licensing, PM Optimization, Maintenance Rule, Security Upgrades and Work Control/Planning. Customers include engineering firms, utility companies, research facilities, and private sector businesses.

The top five companies in the talent acquisition industry hold 18.4% of the market share leaving the remaining 81.6% to the other 17,000 agencies with no signs of changes in market share in the near future.

The Company’s owner has elected to sell the business to pursue other interests, and the business is being offered for sale on an exclusive basis by CAPSTONE Business Advisors, LLC.

Summary Financial Performance

	2015	2016	2017
Revenue	\$3,619,787	\$2,289,611	\$936,380
Gross Profit	\$ 501,449	\$ 441,842	\$153,933
Gross Margin	13.85%	19.30%	16.44%

Opportunity

The company is an established performer in the industry and is expanding its steadily growing client base. Further, it has not recently brought on any new employees. Doing of such, could possibly give the company a great advantage at growing its market share and place within the industry. These factors make it a very compelling acquisition opportunity when coupled with the dynamic and rapidly growing demand for client acquisition industry and companies:

- History of stable margins and strong cash flow,
- Extensive repeat and referral customer base,
- Established reputation for providing quality contract employees,
- Experienced tenured team of employment specialists,
- Ability to source and mobilize personnel on short notice, and
- Continuous monitoring of employee’s performance after job placement.