Opportunity

BN000042175 – Established Industrial Staffing Agency with Complete Industry Range and Presence

Location: Western U.S.

The agency is an innovative, service-oriented provider of staffing solutions to light industrial clients across the Western United States. Through the recruitment and placement of high quality and thoroughly screened workers for on demand staffing solutions with capacity for large scale engagements, the agency has become a leader in its served markets.

Bids Invited

Key Aspects

- Extensive experience in the industrial staffing market since the 1990s
- A premier talent pool of thoroughly screened and credentialed workers available within a few hours notice, a concept known as a Just-In-Time workforce and essential for expedient worker placement
- High-quality workers matched to full-time, part-time, seasonal, or permanent assignments serving the light industrial sector
- The agency maintains a low customer concentration
- Unique services offered to clients include 100% paperless payroll assistance, an "Always Available" recruiting application developed internally, and administration services for payroll, payroll taxes, verification services, and COVID-19 compliance saving clients valuable time and resources

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Internal	$51,967	$15,322	$2,509
12/31/2020	Internal	$34,483	$10,000	$1,246
12/31/2021	Internal	$41,115	$12,007	$2,883
7/3/2022	TTM	$47,712	$13,971	$3,821

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

Southwest Team (L)
swteam@benchmarkintl.com
(512) 347-2000

The above information is designed to enable recipients to make a decision whether to investigate the opportunity further. It is not intended to form the basis of an acquisition decision. The information has not been independently verified by Benchmark International who do not give any representation or warranty as to its accuracy. To receive full details on this business, please contact Benchmark International either by email, post or fax to addresses or number given below. Benchmark International is a sell-side only broker that has been engaged by this business and its owners on a sole and exclusive basis and as such, in the event of a sale, will be entitled to fees solely from the business and its owners. Benchmark International does not seek or accept fees from acquirers.

Opportunity

BN000042175 – Established Industrial Staffing Agency with Complete Industry Range and Presence

Location: Western U.S.

Opportunities

- Grow and expand to new geographic service areas with new industries served.
- Develop the technology recruitment sector and to further build upon an already diverse client base.
- Enhancement and expansion of the agency's current direct sales strategy for further penetration into existing markets.
- Take advantage of new advertising methods to gain agency exposure.
- The agency's online app may be continuously enhanced to streamline the acquisition of qualified workers, augment the rapid placement of workers, and advance the search criteria for all end users of the app.

Headquartered

- Western U.S.

Current Markets

- The agency serves the staffing needs of clients in the industrial sector, commercial cleaning, construction, events, hospitality, landscaping, manufacturing, merchandising, moving, recycling, stadium staffing and concessions, retail, shipping, and warehousing industries across the Western United States.

Real Estate

- The agency operates from a 6,711 square foot headquarters facility in the Western U.S., which is held by an affiliate entity. An additional fourteen satellite offices are located across four states.

Shareholder Objectives

- The sole owner is seeking a more balanced lifestyle and an eventual full exit from the agency. Ownership is open to various deal structures to facilitate a transaction.

The above information is designed to enable recipients to make a decision whether to investigate the opportunity further. It is not intended to form the basis of an acquisition decision. The information has not been independently verified by Benchmark International who do not give any representation or warranty as to its accuracy. To receive full details on this business, please contact Benchmark International either by email, post or fax to addresses or number given below. Benchmark International is a sell-side only broker that has been engaged by this business and its owners on a sole and exclusive basis and as such, in the event of a sale, will be entitled to fees solely from the business and its owners. Benchmark International does not seek or accept fees from acquirers.

Benchmark International | 2009 S Capital of Texas Hwy | Suite 300 | Austin | Texas | 78746 | T: 1 512 347 2000 | F: 1 512 330 9594

Benchmark International is the trading name of Benchmark International CSS, LLC