

Opportunity

BN000028900 – Full-Service Tax Resolution and Filing Firm

Location: Texas, U.S.



The Firm is a nationwide, full-service tax resolution firm. It assists individuals and commercial businesses in settling outstanding tax filings and debts primarily with the Internal Revenue Service while taking into consideration a client's ability to pay without financial hardship or asset seizures.

Bids Invited

Key Aspects

- Ranked in the top 1500 for the 2021 Inc. 5000 America's fastest-growing private companies
- Firm has monetized a niche market with very little competition
- Firm has achieved a 3.9% compound annual growth rate (CAGR) in revenue from 2020 to 2023
- Strong management team with decades of industry experience
- Tax management program offers repeating revenue opportunities in addition to one-time service fees

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$4,681	\$4,681	\$1,242
12/31/2021	Internal	\$8,453	\$8,453	\$1,532
12/31/2022	Internal	\$7,077	\$7,077	\$997
12/31/2023	Internal	\$5,249	\$5,249	\$595

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

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Opportunities

- Increase advertising and business development to market to an underserved client base.
- Leverage debt to rapidly grow operations.
- Partner with additional affiliate firms to increase new client generation and establish further mutually beneficial partnerships.
- Acquire similarly-sized niche competition to roll into a single firm.
- Open additional offices to serve new geographic markets.

Headquartered

- Texas, U.S.

Current Markets

- The Firm serves individuals and commercial businesses across the United States seeking tax resolutions, with a current client base focused within the state of Texas.

Real Estate

- The Firm operates from two office facilities located in Texas, which are both leased from unrelated third parties. There is room for additional lease space in both locations, and the Firm is highly relocatable.

Shareholder Objectives

- One owner would like to stay to assist with future growth. The other owner is seeking to transition out of the Firm over a negotiable period. Both are open to various deal structures.

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