

# FOR SALE: High Hazard Safety Training With 40% Profit

*Outstanding reputation, long-term client relationships, and high demand for services.*

## Financial Overview

**List Price:** **\$2,534,000**

**Gross Sales**  
2017: \$1,485,746  
2016: \$1,047,734  
2015: \$692,090

**Owner Profit/Cash Flow**  
2017: \$598,822  
2016: \$345,765  
2015: \$161,763

**Profit Margin:** 40%

**Multiple:** 4.24

**Valuation:** 2017 Cash Flow x Multiple = Price  
\$598,822 x 4.24 = \$2,539,005

## Funding Example

**Purchase Price:** **\$2,534,000**

12.5% **Buyer Down Payment:** \$316,750  
12.5% **Seller Financing:** \$316,750  
75% **Bank Loan:** \$1,900,500

*A 12.5% down payment of \$316,750 returns \$228,256 in the first year after debt payments!*

## Description

This dynamic and successful business is a leader in the industry for high-hazard training. With major clients including top names in the business, there is a continual demand for classes and room to grow.

Operating in three main areas of training, construction equipment training, OSHA safety classes, and train-the-trainer classes, this instructional facility offers a total of 44 classes. This company is distinct in that they offer hands-on high hazard training in addition to classroom education. This approach increases the competency of those participating in the class and has been very beneficial for the development of services. The owner has a large inventory of specialized equipment for hands-on training for classes such as fall protection, confined spaces, rigging, traffic flagging, and excavation. This company uses existing and proprietary materials for training. Advanced payment is required of most students.

With 9 highly-trained OSHA Training Institute Certified employees, and 2 office employees, this staff is able to absorb all duties currently performed by the owner except for billing, quoting, and oversight.

Over the years, this company has proven to be a leader in the field of high hazard training and has had very little loss of clientele. Students are sent to training by their companies and those business-to-business relationships remain strong.

## 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).

## Assets Included in Purchase: \$400,293

**Intangible Assets:** Outstanding reputation, many long-lasting relationships with clients, quality programming, high demand for services, superior customer service, specialized knowledge

**Equipment:** \$230,492 Computers, harnesses, forklifts (6), aerial boom lift, training equipment

**Vehicles:** \$89,239

**Furniture & Fixtures:** \$2,562

**A/R:** \$78,000 *\*amounts may vary*

## Business Information

**Year Established:** 2004

**Location and Service Area:** Northern California

**Clients:** Small - Large Companies, 300-400 students/month

**Enrollment:** Booked solid 2 weeks out, partially booked 2 months out

**Lease:** Location 1: 4,800 sq. ft. classrooms, office  
Location 2: 5,000 sq. ft. classroom, storage

**Reason for Selling:** Retirement

**Employees:** Senior Trainer (4), Jr. Trainer (2), Office Staff (2), 1099 Trainers (3)

**Hours:** Monday – Friday 7:30-5:00

**Seller Training Period:** 90 days transition

**Growth Opportunities:** Add staff to increase capacity, expand facility to increase capacity,

**Current Owner's Responsibilities:** Management, financials

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