

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.

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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