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International Travel Logistics Company

Federal H-2A Farm Workers Visa & Border Passage Facilitation

As the Northwest market leader in their niche, our client provides travel logistic services to the farm industry in Washington, Oregon and Idaho. This unique service provider specializes in managing end-to-end international travel requirements for farm labor hired from Mexico and Central America by U.S. farmers under the Federal H-2A Temporary Agricultural Workers program. The H-2A program is authorized under the Immigration and Nationality Act and allows a U.S. employer to hire foreign workers on a temporary basis to perform agricultural work when there are not enough U.S. workers available.

The H-2A program has grown fivefold in the U.S. from 48,000 workers in 2005 to over 275,000 in fiscal year 2020.¹ Washington is the nation's No. 4 destination for H-2A workers, hosting nearly 27,000 workers annually.

Our client has developed systems and processes to navigate the complex regulatory requirements of the H-2A program providing the Company a significant competitive advantage.

¹ <https://www.ers.usda.gov/topics/farm-economy/farm-labor/#laborcostshare>

	2019	2020	YTD 9.30.2021
Total Revenue	\$3,940,778	\$4,158,411	\$4,030,297
Gross Profit	\$1,286,274	\$1,617,457	\$1,655,808
SDE*	\$1,203,139	\$1,541,212	\$1,612,400

*SDE = Sellers Discretionary Earnings

KEY POINTS

- Leading niche integrator of all travel logistic services in the H-2A value chain.
- International business with multiple, major barriers of entry.
- Managed inbound and outbound travel logistics for over 13,000 temporary workers in 2021, with an estimated 40% + market share in Washington State. Up 11% over 2020.
- Only service provider arranging end-to-end travel logistics from workers city of origin to the U.S. farm.
- Recurring income from returning workers: 5-7 years average employment life cycle.
- Seller is supported by an experienced team of employees in Mexico.
- Successful end-to-end stress-free transition for workers, allowing them to arrive rested and ready to work, has created a loyal and growing list of farm clients.
- A growing demand for farm labor nationwide creates a perfect opportunity to scale this business.
- The Seller will assist a new owner through a transition as needed.



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