

## **K-12 Specialty Staffing**

### **Overview**

A private equity client has engaged Alcon Partners to identify an acquisition in the K-12 staffing industry. Target companies recruit and place clinicians and related staff delivering special education and student support services in school settings. Primary customers should include school districts, with strong interest in providers that can reliably fill hard-to-staff roles and manage compliance requirements.

### **Investment Criteria**

Specific criteria for investment are as follows:

- Services of most interest
  - Speech-language pathology / speech therapy (SLP) staffing
  - Occupational therapy (OT) staffing
  - School psychologist staffing
  - Audiology staffing
- Other special education services of interest
  - Physical therapy (PT) staffing
  - Behavioral health / applied behavior analysis (ABA) support
  - Special education teachers and paraprofessionals
  - Board-certified behavior analysts (BCBAs)
  - Counseling / social work staffing
  - School nurse staffing
- Ownership
  - Founder, family, or employee owned
- Geography
  - United States

### **Transaction Structure**

- Buyout or majority recapitalization, providing a partial liquidity event for existing ownership and/or to meet other current or future capital needs of the business
- Material ongoing economic participation by existing owners or management, if desired

### **Contact**

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