

## **FOR SALE: Ambulance Services 80% Wheelchair Transport 20%** *\$800,000 assets include 15 Ambulances, 9 Vans and 1 Car!*

### Financial Overview

**List Price: \$2,400,000**

**Gross Sales**

2021	2020
\$2,975,416	\$4,866,552

**Cash Flow**

2021	2020
\$717,809	\$690,301

- **Profit Margin:** 24%
- **Multiple:** 3.35

**Valuation:** 2021 Cash Flow x Multiple = Valuation  
 \$717,809 x 3.35 = \$2,404,660

### Assets Included in Purchase: \$817,120

**Vehicles:** \$325,000

- 15 Ambulances, 9 Vans and 1 Car

**Equipment:** \$280,500

**Working Cap=** \$211,620 (A/R: \$636,059 - A/P: \$424,439)

*\*amounts may vary, assets may be depreciated, replacement cost, or fair market value*

### Business Information

**Year Established:** 2010

**Location:** Nebraska/Iowa

**Service Area:** Midwest

**Services:** Their primary services are ambulance transport (80%) and wheelchair or specialty transport (20%) they also have event standby and EMS education services available.

**Clients:** They have contracts with multiple hospitals, nursing homes, assisted living centers, and the VA.

**Lease:** 20,000 sq. ft. garage and dispatch center.

**Reason for Selling:** Owner 1: retirement, owner 2: focusing on other non-competing business endeavors.

**Personnel:** 60+: 1 general manager, 2 division supervisors, 2 billing reps, 9 dispatchers, 13 medics, 31 EMTs, 6 drivers, and 2 mechanics

**Seller Training Period:** 6 months

**Growth Opportunities:** Getting involved with insurance contracts to offer community paramedic services including home visits to decrease individuals with a high rate of repeatedly needing ambulance assistance.

**Current Owners' Responsibilities:** Both owners work 20 hours or less in the business weekly and believe their roles could be absorbed by their GM. Owner 1: handles high-level issues. Owner 2: Payroll and financial oversight.

### Funding Example

**Purchase Price: \$2,400,000**

<b>12.5% Buyer Down Payment</b>	\$300,000
<b>12.5% Seller Financing or Equity</b>	\$300,000
<b>75% Bank Loan</b>	\$1,800,000

A 12.5% down payment of \$300,000 returns \$366,839 in the first year after debt payments!

### Description

This Ambulatory business has "first call" contracts with the majority of their client base which include Midwest based hospitals, nursing homes, assisted living centers, and the VA. Included in the purchase of this business is over \$800,000 worth of assets including the vehicles and equipment necessary for the continued success of this business. Their primary services include ambulance transportation (which makes up 80% of their services) as well as wheelchair accessible or specialty transport, event standby, and EMS education services. This business operates out of a 20,000 square feet combined garage and dispatch center. This ambulatory has a large and diverse staff in order to cater to their referring and repeat client base in both the emergency and non-emergency service base. Their established staff includes 1 general manager, 2 division supervisors, 2 billing reps, 9 dispatchers, 13 medics, 31 EMTs, 6 drivers, and 2 mechanics. The new business owner would have the opportunity to either lease this facility from the current owner or purchase it outright in a separate transaction. The current owners are looking to sell as one is looking to retire and the other is interested in developing a non-competing business endeavor and they have offered a transition/ training period of 6 months. They both believe their responsibilities could be absorbed by their general manager as this GM has handled their responsibilities in the past.

Priced at **\$2,400,000**, this business is primed to return new ownership high levels of financial and operational success. Growth opportunities for this business moving forward would include getting involved with insurance contracts to offer community paramedic services including home visits to decrease individuals with a high rate of repeatedly needing ambulance assistance. With a profit margin of 24% this business is not only a sound investment, but important to their community. This business provides lifesaving services in a way that makes a huge impact in their clients' lives, and with the purchase of this business, you could take part in making a change.

**- CONFIDENTIAL -**

Last Revised BV 10.31.2022