

## FOR SALE: Non-Emergency Medical Transport

*Established relationships with Missouri Medicaid and senior living facilities*

### Financial Overview

**List Price:** **\$350,000**

**Gross Sales**

2017: \$610,950 Annualized

2016: \$508,608

2015: \$439,716

**Owner Profit/Cash Flow**

2017: \$90,150 Annualized

**YOY Growth/Sales Trends:** 16% increase in sales between 2015 and 2016

**Profit Margin:** 18%

**Multiple:** 3.75

**Valuation:** 2016 Cash Flow x Multiple = Price  
\$93,053 x 3.75 = \$348,948

### Assets Included in Purchase: \$11,400

**Equipment:** Desktop computers & monitors, printer, new server and more

**Vehicles:** 2009 Ford vehicle – currently leased to one of the drivers

**Intangible Assets:** Word-of-mouth advertising, reputation

*\*amounts may vary*

### Business Information

**Years in Business:** 7

**Location:** Central Missouri – serving 8 counties

**Trips:** 2<sup>nd</sup> quarter of 2017 has averaged over 600 round trips

**Clients:** Approved carrier/provider with Missouri Medicaid; contract with a senior agency; low income clinics; established relationships with several nursing/assisted living homes, and other private contracts

**Reason for Selling:** Capital for new opportunities

**Employees:** Office Manager (salaried), 10 drivers (all 1099 contractors) who use their own vehicles

**Office Hours:** Mon – Fri 8am to 5pm

**Service Hours:** 5am – 8pm

**Seller Training Period:** 90 days, or negotiable

**Growth Opportunities:** Add additional services (i.e., errands, appointments, shopping trips, etc.); wheelchair accommodations; expand service area and hours; develop more relationships with nursing/senior homes

**Current Owner's Responsibilities:** Seller is actively involved, handling A/R, A/P, payroll, managing contracts, insurance, credentials and hiring

### Funding Example

**Purchase Price:** **\$350,000**

10% Buyer Down Payment: \$35,000

10% Seller Financing: \$35,000

80% Bank Loan: \$280,000

*A 10% down payment of \$35,000 returns \$37,337 in the first year after debt payments.*

### Description

Located in Central Missouri, this non-emergency medical transport business has established relationships with Missouri Medicaid and senior living facilities. In business for 7 years, the company currently services 8 counties and is poised for expansion into surrounding communities. Customers engage this company for transportation to medical appointments, with many of them coming through the Missouri Medicaid system.

Accounts are billed per leg, with the 2<sup>nd</sup> quarter of 2017 accumulating a total of 1,233 trip legs. This averages out to over 600 round trips per month. The company contracts to 10 drivers that all use their own vehicles. There is a company-owned vehicle that is leased to one of the drivers, and this car is part of the purchase.

Expansion exists in adding additional everyday living services for errands, shopping trips, airport transportation and more. Currently not equipped to handle wheelchairs, a buyer could purchase some wheelchair-equipped vehicles or seek out drivers with these vehicles already. A buyer could also explore state grants for vehicle purchases, but would need to fulfill all grant requirements for submission. Hours could also be expanded, as well as developing more relationships with local nursing and senior living homes.

This is an excellent opportunity to own a company in a much-needed service area, and growth is limited only to the buyer's desire. Listed at \$350,000, a buyer would need to pay just 10% down to own a solid company.

**- CONFIDENTIAL -**

Last Revised 9/13/17 by MT