A Neumann & Associates, LLC

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Business Profile | **Engagement: 1492-2163**

Company Information

Line of business: **Non-Emergency Medical Transport**

Location: **Virginia**

In Business: **15+ years**

Employees: **12**

Facilities: **1,700 SF Office (leased)**

Reason for Sale: **Retirement (consulting available)**

Company Assets:

• Net Working Capital	$40,000
• Leasehold Improvements	$0
• Office – Furniture & Computer	$5,000
• Vehicles, Trailers, Forklifts	$104,500
• Equipment & Tooling	$
• Other	$0
Total Assets included in Sale	$149,500

Sales and Cash Flow: (All Information Based On P&L/Tax Returns)

Fiscal Year End	Revenue	Seller Discretionary Cash Flow
2023	$990,000	$205,000
2024	$995,000	$285,000
2025	$1,075,000	$305,000
2026 (e)	$1,090,000	$305,000

Executive Summary

This well-known **Non-Emergency Medical Transport Company** provides point to point services for facilities and individuals requiring patient transportation. The company coordinates transportation at the request of hospitals, hospices, assisted living facilities, skilled nursing homes and rehabilitation facilities typically within their 100 miles service area in the Mid-Atlantic Region (long distance is available as well). The firm enjoys significant operating margins, documented profitability and significant owner benefit. This business currently operates from a conveniently located 1,700 leased office location well suited to service their clients.

The company enjoys a **strong competitive advantage** in the service area through its many regional contracts as well as its "Approved Vendor "status with local Hospitals and other medical, long-term care and rehabilitation facilities. The Company has a solid foundation and is poised for accelerated growth.

It is projected that a new owner will obtain **significant additional growth** by expanding the direct sales efforts to service a wider territory and new client segments with a minimal capital investment in additional vehicles. The Company projects an annual revenue growth rate under such premise of 15%+ per year with consistent gross margins.

The company has been **fully reviewed and conservatively appraised** by an accredited national valuation firm at 4.7x EBITDA (ttm). A full valuation report is included and there is $40,000 in Net Working Capital plus another $110,00 in Fixed Assets included in the deal. The business is pre-qualified by an SBA lender subject to buyer's financials, and by implementing the proposed deal structure an owner operator will obtain more than **$145,000 benefit in after-acquisition-debt cash flow in Year #1 – almost 70% return on equity investment**.

A comfortable **transition period** will be provided by the owner who truly wants to see the business continue to flourish. Seller will consider a mid-term consulting agreement thereafter. A very well trained and highly qualified team will stay in place and support the new owner in all aspects of the business.

(ALL DATA BASED ON SIGNED TAX RETURNS)

Deal Structure

(Proposed)

Buyer Cash Down @ Closing	$212,000
Buyer Bank Financing	$636,000
Seller Financing @ 9.75% / 5 years	$212,000
Long Term Debt Assumption	$0
Total Purchase Price	**$1,060,000**

Buyer Benefits

1)	Consistent business for 15+ years – leader in niche market with solid growth potential
2)	Motivated owner helping in the transition, including potential consulting agreement
3)	Acquisition financing approved for 80% of asking price – almost 70% ROI in Year #1

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NOTE: All data is based on signed tax returns and financial records. A Neumann & Associates has made no investigation or verification of the information presented herein. No additional information will be released until the Buyer has been fully reviewed and sufficient cash is available.