

# FOR SALE: Emergency and Non-Emergency Ambulance: Loan Over Collateralized

*Ambulance and Nursing Home Transportation with Hospital Contracts!*

## Financial Overview

**List Price: \$1,950,000**

<b>Gross Revenue</b>
\$2,380,325

## Assets Included in Purchase: \$1,758,000

**Ambulances:** \$479,000

- 15 Ambulances, 9 Vans and 1 Car

**Medical Equipment:** \$454,000

**Equipment:** \$282,000

**AR:** \$456,000

**Buildout:** \$73,000      **Technology:** \$14,000

## Business Information

**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.

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

**Location:** Nebraska with service in the Midwest.

**Year Established:** 2010

**Reason for Selling:** Retirement

**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.

**Seller Training Period:** 1 year.

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

**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.

## Funding Example

**Purchase Price: \$1,950,000**

<b>Buyer Down Payment</b>	\$455,000
<b>Seller Promissory note</b>	\$350,000
<b>Debt Absorption</b>	\$845,000
<b>Seller Earn out on Performance</b>	\$300,000

**\*\*Based on Assets and Contracts the Loan is Over Collateralized\*\***

## Description

Ambulance business that has Hospital, Nursing homes, and VA contracts, serving both emergency and non-emergency calls. The purchase includes all contracts, insurance agreements, 15 ambulances, 9 vans with medical equipment valued at \$1,200,000 plus over \$450,000 in AR! The buyer receives over \$1.7 million in total for only \$455,000 cash down! The current loan can be absorbed and is over collateralized. 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. Their established staff includes 1 general manager, 2 division supervisors, 2 billing reps, 9 dispatchers, 13 medics, 31 EMTs, 6 drivers, and 2 mechanics. This business operates out of a 20,000 square feet combined garage and dispatch center. 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 owner has offered a transition/training period of 1 year. Owner believes his responsibilities could be absorbed by their general manager as this GM has handled their responsibilities in the past. This business is important to their community, providing lifesaving services in a way that makes a huge impact in their clients' lives.

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. Priced at **\$1,950,000**, with a down payment of \$455,000, a seller promissory note of \$350,000 and an earn out based on performance, this business is primed to return new ownership high levels of financial and operational success.

**- CONFIDENTIAL -**

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