

FOR SALE: Midwest Based Truck Driver Training Center

In demand need for Truck Drivers brings students from across the US!

Financial Overview

List Price: \$2,950,000

Gross Sales

2022
\$1,774,457

Cash Flow

2022
\$879,342

- **Average Profit Margin:** 43%

Valuation: 3 Yr. Ave. Cash Flow x Multiple = Valuation
 \$763,847 x 3.9 = \$2,979,003

Assets Included in Purchase: \$381,825

Vehicles: \$381,825

- 15 Semi's, 20 Trailers, Shop and Mechanical Equipment, Office Furnishings.

Business Information

Services: CDL Training, and 3rd party CDL testing center for the DMV.

Clients: National Students (70%) and State & Regional Students (30%); has served more than 500 students

Facilities: Main Campus is approx. 5,900 sq ft with an office space, classroom and shop. Testing lot is approx. 72,000 sq ft. The training lot is approx. 125,000 sq ft.

Personnel: Office manager, Trainers, and Examiners

Location: Omaha, Nebraska – Conveniently located in the middle of the US; along I-80 which is the most travelled US interstate for Semi's.

Year Established: 2011

Seller Training Period: 1-2 years

Reason for Selling: Planning for retirement

Owner Role: Active

Growth Opportunities: Open other locations especially near more community colleges. Hire former students as trainers to increase capacity. Incorporating lodging and/or a restaurant space for students coming from out of town. Add national marketing.

Funding Example

Purchase Price: \$2,950,000

10% Buyer Down Payment	\$295,000
15% Seller Financing	\$442,500
75% Bank Loan	\$2,212,500

A 10% down payment of \$295,000 returns \$357,431 in the first year after debt payments!

Description

For over 20 years this niche business has been educating students to get their CDL with driver training classes. They have both classroom and active driver training using their 15 Semis. They are also accredited through the DMV as an official 3rd party CDL testing site with a truck driver. Throughout North America, this post high school career path brings students that are 30% from the Midwest states and 70% from across the US. They have a location in Nebraska, strategically located on the I-80 which is the most travelled US interstate for coast-to-coast hauling. The purchase price includes a fleet of 16 Tractor Trailer Semis, buildout classrooms, a full curriculum, plus a full class schedule as truck drivers remain in high demand throughout North America. Additionally, the owner is offering 10% financing plus a 2-year training period to ensure a smooth and successful transition. A tangible growth strategy is to add additional community colleges to their referral partners. After becoming licensed through their program, a driver can now earn \$80,000/year for only a \$4,000 investment into their tuition. In 2019, the Federal Government mandated that every person applying for a CDL must complete an approved program through a training school. This business is an approved school and fits all requirements for this change. Also, in the state of Nebraska, the Department of Motor Vehicles no longer offers CDL testing and all testing for CDL licenses will be done by 3rd party examiners. This business holds all certifications necessary for this transition as well.

Priced at **\$2,950,000**, a 10% down payment of \$295,000 returns \$357,431 in the first year after debt payments. The owner has offered to carry 15% of the purchase price in order to show their vested interest in the continued success of the business moving forward. Many individuals who pursue CDL training may need to travel to Kearney, Nebraska, to attend the program; by providing on-site accommodations or partnering with local lodging establishments, they can offer convenience and comfort to out-of-town students. Additionally, having a restaurant space can provide meals and refreshments during training sessions, further enhancing the overall experience for students.

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Last Revised: CP 12/12/23