

FOR SALE: Luxury Black Car Services for Business Executives

Transportation of Pre-Arranged Black Car Service: Niche in Airport Passengers!

Financial Overview

List Price: **\$925,000**

Gross Sales

2023
\$1,259,774

Cash Flow

2023	2022
\$254,905	\$246,475

Valuation: 2023 Cash Flow x Multiple = Valuation
 \$254,905 x 3.65 = \$930,403

Business Information

Services: Airport Transportation (70%), Black Car/Limo Service (15%), Schools (15%)

Client Demographics: Corporate/Business clients who have prearranged black car transportation. These clients are different than people who use a ride share apps such as Lyft or Uber.

Personnel: 4 fulltime: 1 Customer Service Manager, 1 Customer Service Rep, 1 Dispatch Manager, 1 Mechanic. All drivers are independent contractors (40-50 drivers)

Location: Tampa, Florida with service within a 50-mile radius of Tampa Bay.

Year Established: 1998

Vehicles and Equipment: Valued at \$332,000 Including luxury sedans, luxury SUVs, executive vans, SUVs, minivan, passenger van

Current Owner's Responsibilities: General oversight, no direct role other than AP, which the CSR manager could absorb. Only 20 hours a week.

Reason for Selling: Retirement

Seller Training Period: 1 year

Growth Opportunities: A new owner could expand service into non-emergency medical transportation.

Funding Example

Purchase Price: **\$925,000**

10% Buyer Down Payment	\$92,500
15% Seller Financing	\$138,750
75% Bank Loan	\$693,750

Description

This company's primary clients are corporate/business travelers with prearranged car service to and from the airport. This makes up 70% of their revenue. An additional 15% comes from black car or limo service, which take professionals to and from meetings or are booked by a luxury hotel concierge service for their guests. The last 15% is from the school transport division, which takes students to field trips or after school activities. Not everyone wants to use a ride share app such as Uber or Lyft, and before ride share, not all people wanted to use a taxi, which is why for more than 25 years, this luxury transportation and black car service business has withstood the test of time! The company is located in Tampa and operates in about a 50-mile radius. The team consists of 1 Customer Service Manager, 1 Customer Service Rep, 1 Dispatch Manager, 1 Mechanic, and 40-50 contract drivers. The owner is only responsible for general oversight. In the purchase of this business is 15+ vehicles, including luxury sedans, luxury SUVs, executive vans, SUVs, minivan, passenger van valued at \$332,000. The owner is ready to "turn over the keys" to the next owner so he can ease into retirement while he stays on board for 1 year during a transition period.

This business is priced at **\$925,000**. The owner is willing to carry 15% of the note, showing a vested interest in the ongoing success of the company. There is also space to expand service into non-emergency medical transportation.

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