










Business Overview

RE: Transportation for Elderly: Non-Medical

Serving eight central Missouri counties for 14 years!

Specifications

 Price \$130,000	 Cash Flow \$113,830	 Revenue \$696,819
 Location Central Missouri	 Intangible Assets Word-of-mouth advertising, reputation	 Service Area 8 counties in Central Missouri
 Employees Office Manager, 10 drivers (all 1099 contractors)	 Down Payment N/A	 Equipment \$15,000



SUMMARY OF THE BUSINESS –

This passively owned non-emergency transportation company for seniors provides 7,000 trips per year to eight central Missouri counties. With a cash flow of \$113,830 for 2018, the owner has an office manager for day-to-day operations and often works remotely. With 12 years of established operations in 8 counties, this company is poised for expansion in the central Missouri area. Every non-emergency medical transportation driver is a 1099 contracted team member who utilize and maintain their own vehicles.

Customers receive transportation to medical appointments and beneficial standing relationships with Missouri Medicaid and senior living facilities account for a majority of consumers. Clients include 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.

An area for potential growth is including the use of wheelchair accessible vehicles, either owned by the company or a contracted driver. Grants are available to those interested in purchasing accessible vehicles. Expansion areas include building relationships with additional care providers, the extension of services for everyday errands, shopping trips, or trips to the airport, as well as increasing the hours of operation.

Business Highlights

- **Years in Business:** 14
- **Location:** Central Missouri – serving 8 counties
- **Trips:** 7,000 per year
- **Clients:** Approved carrier/provider with Missouri Medicaid; a senior agency in several counties; low income clinics; established relationships with several nursing homes and assisted living centers, as well as other private contracts
- **Employees:** Office Manager (salaried), 1 Support Staff (salaried), 12 drivers (all 1099 contractors) using their own vehicles
- **Seller Training Period:** 90 days, or negotiable
- **Growth Opportunities:** Add additional services (i.e., errands, appointments, shopping trips, etc.); wheelchair accessibility; expand service area and hours; develop more relationships with nursing homes and /senior living centers
- **Current Owner's Responsibilities:** The seller depends on the office manager for day-to-day operations. She has oversight, but is mobile and can check in from anywhere, even the beach! Owner's husband is currently the one paid support staff, helping in the office and driving as a backup driver as needed.

Financial Highlights

- List Price: \$130,000
- Gross Sales:
 - 2018: \$696,819
 - 2017: \$646,598
- Cash Flow:
 - 2018: \$113,830
- Assets Included in Purchase: \$15,000
 - 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*

Cash Flow Analysis

Description of Financial Statement	Tax Return	Tax Return	Tax Return	Notes
	2018	2017	2016	
GROSS SALES	\$696,819	\$646,598	\$508,608	
Net Income Shown on Financial Statement	\$34,645	\$80,968	\$44,927	
ADDBACKS				
Compensation to Owner	\$43,200	\$37,750	\$26,500	
Tax on total W2 Salaries	\$4,752	\$4,153	\$2,915	
Depreciation	\$2,005	\$5,924	\$5,233	<i>Non-cash item</i>
Interest	\$0	\$2,330	\$1,956	<i>Non-onward going expense</i>
Non-Business Telephone	\$2,800	\$2,800	\$2,800	<i>Personal expenses</i>
Insurance Premiums for Owner	\$8,722	\$8,722	\$8,722	<i>Health and life insurance premiums</i>
Auto	\$7,706	\$0	\$0	
Fuel	\$10,000	\$0	\$0	
TOTAL ADDBACKS	\$79,185	\$61,679	\$48,126	
Seller's Cash Flow = Total Addbacks + Net Income	\$113,830	\$142,647	\$93,053	
Profit Margin	16.34 %	22.06 %	18.30 %	

Services

Non-emergency medical transportation (NEMT). Trips can be scheduled through health plans or privately.

- Doctor/dental appointments
- Labs
- Surgery
- Sleep studies
- Trips can be scheduled through health plans or privately
- Dialysis
- Chemotherapy & radiation
- Wound care

Dialysis, chemo and wound care customers are recurrent during a weekly period.

- Dialysis – 3 days/week
- Chemotherapy & radiation – up to 5 days/week
- Wound care – multiple/varying

While the majority of business is for NEMT services, the company does have a working relationship with a senior agency to provide transport services for daily living tasks. Currently across 5 counties, this company helps seniors with:

- Shopping trips
 - Grocery stores, pharmacies and more
- Transportation to train or bus stations and airports
- Specialty trips
 - Beauty/barber shop, bank, visits to hospitals or nursing homes and more

Customers not using transport services through a health plan may privately pay in advance or on the day of the trip.

Employees

- Office Manager
 - Salaried
 - Handles day-to-day office operations
 - Dispatcher; manages daily office operations
- Support Staff (1)
 - Salaried
 - Assists Office Manager and General Manager with daily tasks
- Drivers
 - Currently there are 12 drivers, all 1099 contractors
 - Paid a flat rate per mile
 - Drivers use their own vehicles for transportation
 - Insurance coverage is through the company
 - Several of the drivers have been with the company for 4+ years

Seller manages A/R, A/P, payroll, contracts, credentialing, insurance and hiring of employees/drivers.

Growth Opportunities

- Add additional services
 - A majority of clients are seeking transportation to and from medical appointments, but the availability of services to non-medical appointments is a great potential revenue stream
 - Work with adults who have a disability
- Wheelchair accessibility
 - Currently, none of the company or employee vehicles are wheelchair accessible
 - Offering this capability would put the company on par with competitors that do have wheelchair accessibility
- Expand territory
 - Currently serving 8 counties
 - Growing into adjacent counties will increase visibility and profits
 - A buyer would need to seek out drivers in these areas
- Expand hours
 - Adding daily living services would call for extra hours in the evening or early morning
- Seek new contracts
 - Multi-location clinics would be a good option to work with, and the company could become a preferred option for customers
 - Developing relationships with more senior living facilities

To receive a full financial package and specific information regarding this business:

1. Complete the Qualified Buyer Documents (Non-Disclosure Agreement and Buyer Questionnaire) [on our website](#) or print, scan and return the attachments to info@TheFirmB2B.com
2. Call The Firm Business Brokerage at 402.998.5288 to schedule an appointment or conference call with a Broker.

The Firm currently has over 90 cash flowing businesses available. If you find that this is not a fit for you, please let us know and we would be happy to provide you with other opportunities.

The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Brokerage, LLC.