

# FOR SALE: 5 County Home Health Care Business – VA contract in place

3 Managers overseeing 50+ staff!

## Financial Overview

**List Price:** **\$840,000**

### Gross Sales

2022 Ann.	2021	2020	2019
\$1,449,746	\$1,483,847	\$1,574,397	\$1,313,896

### Cash Flow

2022 Ann.	2021
\$257,542	\$131,234

- **Profit Margin:** 18%

## Business Information

**Clients:** Local clientele of all age ranges, and most recently our veterans through VA Hospitals.

**Service Area:** Omaha Metropolitan area and surrounding cities including Fremont, Wahoo, La Vista, Ralston, Bellevue, Papillion, and some work in Council Bluffs.

**Services:** Grooming and hygiene, transferring and positioning, conversation and companionship, light housekeeping, toileting and incontinence care, transportation, medication reminders, nutrition and meal prep, and grocery shopping and other errands, Services available to long and short-term clients.

**Personnel:** Lead an average of 50 in-field caregivers and 3 Administrators including the Office Manager/Care Coordinator, HR/Hiring manager, and the account Manager/Scheduler.

**Reason for Selling:** Retirement/ personal medical issues.

**Seller Training Period:** 6 months

**Current Owners' Responsibilities:** Currently works part-time, about 15 hours per week, handling oversight of the 3 administrators and review bookwork.

**Location:** Omaha, NE

**Year Established:** 2010

**Lease:** 2,800 sq. ft. for \$2,500/month

**Growth Opportunities:** Further develop the existing client base in Fremont and Council Bluffs. Expand the current partnerships with the VA and create a partnership with the workman's comp divisions of their service areas

**Overhead:** with a 18% Profit Margin they have minimal overhead and low assets to maintain.

## Funding Example

**Purchase Price:** **\$840,000**

<b>10% Buyer Down Payment</b>	\$84,000
<b>10% Seller Financing</b>	\$84,000
<b>80% Bank Loan</b>	\$672,000

## Assets Included in Purchase: \$113,215

**Vehicles:** \$46,071

**Office Furniture and Equipment:** \$23,387

**Working Capital-** \$43,757 (AP is paid in full on the current balance sheet)

*\*amounts may vary, assets may be depreciated, replacement cost, or fair market value*

## Description

Home Healthcare Agency in Nebraska and Iowa serving several counties with more than 50 caregivers employed and a top leadership team of 3 managers allowing the seller to work a minimal 15 hours per week. This non-medical companion care business is in Omaha, NE and their service area currently includes the Omaha Metropolitan Area and surrounding cities, reaching as far as Fremont, Ralston, Bellevue, and Council Bluffs. Primarily these caregivers are in the homes of their clients, allowing this business to operate out of a 2,800 sq. ft. office space which in return keeps the overhead cost low. This companion care business recently received a contract with the VA in 2021, expanding their already diverse client base. The client type for this in-home care company consists of people who require more assistance within their day-day activities. Seniors, respite patients, those with dementia, and veterans are their main focus. The current owner is selling due to deterring health unfortunately.

Priced at **\$840,000**, the current owner has offered 10% financing as a show of good faith in the continued success of the business after sale. This investment has exponential growth including further development the Fremont and Council Bluffs client bases, developing the newly awarded VA contract, and creating partnerships with workman's compensation divisions. While each of these opportunities could provide significant growth with minimal additional investment, a buyer could also have the chance to enjoy their 18% profit margin if they wanted to be passive and not do anything to improve!

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