

FOR SALE: Northeast Kansas Veterinary Practice

Established 30+ years with 7 on staff!

Financial Overview

List Price: **\$850,000**

Gross Sales

2023	2022	2021
\$1,268,004	\$1,304,103	\$1,254,643

Cash Flow

2023	2022	2021
\$239,447	\$253,331	\$248,516

- **Profit Margin:** 19%
- **Multiple:** 3.55

Valuation: Cash Flow x Multiple = Valuation
 \$239,447 x 3.55 = \$850,036

Business Information

Year Established: 1984

Location: Junction City, KS

Service Area: Fort Riley community and the surrounding towns of Chapman, Milford, Wakefield, Manhattan and Abilene

Service Breakdown: 60% Medical and Preventative Care, 30% Surgery, and 10% Emergency services. Boarding services are also offered

Facility: The facility spans 1,600 sq ft with 2 exam rooms and a 200 sq ft detached consultation room for euthanasia

Equipment: \$142,030

Reason for Selling: Retirement planning

Personnel: 7 FT on staff including 1 Licensed Vet, 2 Vet Techs, 3 Vet Assistant, and 1 Intern

Seller Training Period: 3-4 years

Growth Opportunities: Highlight emergency services, incorporate a pet wellness package for clients, expand on the current marketing strategy

Current Owners' Responsibilities: The seller is a licensed Veterinarian and is active in the operation, spending roughly 40 hours per week performing surgery, assessing patient pets, and providing general oversight to the team

Funding Example

Purchase Price: **\$850,000**

10% Buyer Down Payment	\$85,000
10% Seller Financing	\$85,000
80% Bank Loan	\$680,000

A 10% down payment of \$85,000 returns \$112,363 in the first year after debt payments!

Description

Established in 1984, marking over three decades of service to the community. This Vet practice is located in Junction City, Kansas with clients throughout Fort Riley and the surrounding towns including Chapman, Milford, Wakefield, Manhattan, and Abilene. The clinic's services are divided into three main categories:

- **60% Medical and Preventative Care:** This includes routine check-ups, vaccinations, and health screenings aimed at maintaining pet health.
- **30% Surgery:** Surgical services encompass a variety of procedures necessary for treating injuries or illnesses.
- **10% Emergency Services:** Although a smaller portion of their offerings, emergency services are critical for urgent care situations.

The facility spans 1,600 square feet and is equipped with two examination rooms. Additionally, there is a 200 square foot detached consultation room specifically designated for euthanasia services. The team of seven full-time staff members includes one licensed veterinarian who oversees medical operations, two veterinary technicians who assist with various clinical tasks, three veterinary assistant who supports both the vet and techs, and one intern who is gaining practical experience in the field. The seller is an active licensed veterinarian who dedicates approximately 40 hours per week to various responsibilities including performing surgeries, assessing patient pets during examinations, and providing general oversight of the team's operations. She is planning for retirement, which has prompted the decision to sell the practice. To ensure a smooth transition for new ownership, the seller is willing to provide training for a period of 3-4 years in addition to a 10% seller note in order to show her vested interest in the continued success of the business post-close.

Priced at **\$850,000**, a 10% down payment of \$85,000 returns \$112,363 in the first year after debt payments! There are several avenues for growth identified which include highlighting emergency services, incorporating a pet wellness package, and expanding on the current marketing strategy.

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Last Revised: BV 12.26.2024

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