

Phone: 402-998-5288

[Confidential@TheFirmB2B.com](mailto:Confidential@TheFirmB2B.com)

**ID#: MED022-E**

***FOR SALE:*****Home Health Franchise in Nebraska**

*No licenses needed plus a 46% profit margin!*

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| **Financial Overview**  **List Price:** **$730,000**  **Gross Sales**   |  |  | | --- | --- | | 2021 | 2020 | | $493,322 | $450,985 |   **Cash Flow**   |  | | --- | | 2021 | | $228,938 |  * **2021 Profit Margin**: 46% * **Multiple**: 3.17   **Valuation**: Cash Flow x Multiple = Valuation  $228,938 x 3.18 = $728,022 |  | **Funding Example**  **Purchase Price**: **$730,000**     |  |  | | --- | --- | | **10% Buyer Down Payment** | $73,000 | | **10% Seller Financing or Equity** | $73,000 | | **80% Bank Loan** | $584,000 |   *A 10% down payment of $73,000 returns $120,512 in the first year after debt payments!*  **Description**    This home health company based in Nebraska had a 46% profit margin in 2021 and has 43 caregivers on staff! Based out of five offices, this business can be run remotely with low weekly time investment at 20 hours a week. The business serves 5 counties and any health licensing is not required! This franchise has been around for 30 years and is extremely well established and respected. The owner believes in doing things the right way which has resulted in a great reputation.  The current owner has offered 3-6 months of training and their responsibilities include general oversight and hiring new staff. The company itself offers the stability of a franchise office and this location is the most successful one. Services offered by the 43 caregivers on staff include 24-hour care, care coordination, and long as well as short-term care.  This home health care agency services 5 counties around the Omaha and Metropolitan area in a field that will never be deemed unnecessary, healthcare. With an established marketing plan via a third-party source, few additional resources need to be focused towards ongoing growth. However, a few opportunities for growth that have not yet been explored by the current owner include partnering with insurance companies to expand services, hiring a sales representative to further expand the client flow, and advancing current marketing tactics.  This agency goes the extra mile to ensure that their clients are receiving the best services in the comfort of their own home. They personally pair caregivers with clients based on personality and skillset and this attention to detail has afforded them an excellent reputation for care.  Priced at $730,000, a 10% down payment of $73,000 returns $120,512 on the first year! This reputable company continues to grow due to their willingness to go the extra mile for their clients and consistent referrals. |
| ***Assets Included in Purchase:* $60,000**  **FF&E**: $39,000 – including computers, printers, marketing supplies, cameras/web cams  **Vehicle**: $21,000 for 2019 Chevy Equinox  **Intangible Assets**: Confidential client list, full website, well established franchise for 30 years  *\*amounts may vary, assets may be depreciated, replacement cost, or fair market value* |  |
| ***Business Information***  **Year Establishe**d: The franchise has been operating for 30 years, but the current owner has owned this location since 2018  **Location**: Omaha, NE  **Service Area**: Douglas, Sarpy, Cass, Saunders, and Pottawatomi Counties  **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.  **Clients**: Local clientele of all age ranges  **Lease**: $3,210/month for 5 offices. Rent includes a cleaning company  **Reason for Selling**: Owner’s husband lives in Mexico City, so she is planning to relocate.  **Personnel**: 43 caregivers employed who are specialized in all areas of caregiving, as well as 5 office personnel  **Seller Training Period**: 3-6 months  **Growth Opportunities**: Partnering with insurance companies to provide further services to additional clients  **Current Owners’ Responsibilities**: General oversight, hiring new staff, only 1 direct report employee, 20 hours a week |  |
| ***- CONFIDENTIAL -*** Last Revised NG 4.28.2022 | | |
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