

# FOR SALE: Truck Driving Instruction With 3<sup>rd</sup> Party Testing

*Served over 500 students in 2017 and easily scalable into other markets!*

## Financial Overview

**List Price:** \$1,650,000

**Gross Sales**  
2017: \$1,126,536  
2016: \$747,918

**Owner Profit/Cash Flow**  
2017: \$476,680  
2016: \$213,549

**YOY Growth/Sales Trends:** 2,247% growth in 4 years  
2016-2017: 50% growth in sales  
2015-2017: 150% growth in sales

**Profit Margin:** 42% for 2017

**Multiple:** 3.47

**Valuation:** 2017 Cash Flow x Multiple = Price  
\$476,680 x 3.47 = \$1,654,080

## Funding Example

**Purchase Price:** \$1,650,000

10% **Buyer Down Payment:** \$165,000  
15% **Seller Financing:** \$247,500  
75% **Bank Loan:** \$1,237,500

A 10% down payment of \$165,000 returns  
\$204,373 in the first year after debt payments!

## Description

Located conveniently on I-80, this training school served over 500 students came to this school for training and testing. This school offers CDL classroom and hands-on training as well as refresher courses or testing. They are 3<sup>rd</sup> party examiners for the State Department of Motor Vehicles, which allows this staff to complete testing on site rather than through a local DMV office.

This school currently utilizes 3 spaces for operations. Two leases have acres of property and standalone buildings, and the third is a leased parking lot for driving. These spaces allow for ample room to grow and to build the student base to increase sales.

The owner currently manages the finances. He is also a certified 3<sup>rd</sup> party examiner and currently spends a great deal of time testing students for their final exams. These responsibilities can be absorbed into the business.

This CDL training school is at the top of its field. With a national reputation for providing excellent education and well-trained students, this training school is known for its high-quality programming, positive student experiences, and drivers who are sought after by national trucking companies. This company has experienced exceptional growth since its inception in 2011 and is currently pushing capacity. This business is ready for expansion through the addition of trainers to the team and is easily scalable into other markets!

**Rate per Student:** CDL: \$2,800, CDL Refresher: \$1,000-\$1,800, CDL Testing: \$350 and under

\*Very affordable rates for students

## Next Steps

For a detailed financial package, please contact Cortney Sells or one of The Firm Business Brokerage's professionals at 402.998.5288 or email [Confidential@TheFirmB2B.com](mailto:Confidential@TheFirmB2B.com).

## Assets Included in Purchase: \$361,732

**Equipment and Vehicles:** \$361,732 *\*amounts may vary*

- 5 semi-trucks with trailers
- 4 campers for student housing (add'l revenue)
- Tools and equipment: tires, welders, tools, jacks, repair equipment, impact wrenches
- Classroom furniture, all curriculum, office furniture

**Intangible Assets:** Outstanding reputation, student references, relationships with trucking companies, curriculum

**Secured Students:** Booked solid 2-3 months out

## Business Information

**Year Established:** 2011

**Location:** Conveniently located on I-80

**Service Area:** National students, local operations

**Number of Students and Tests 2017:** 500+

**Reason for Selling:** Retirement

**Employees:** 7 FT (1 office manager, office assistant/media, 5 trainers of which 3 can do 3<sup>rd</sup> party testing)

**Office Hours:** 8-5 M-F

**Training Hours:** 8-5 M-F w/ weekend hours for student convenience

**Seller Training Period:** 3-6 months

**Growth Opportunities:** Add trainers to increase capacity, add trucks for training and testing

**Owner Responsibilities:** Financial oversight, testing (most duties can be absorbed by current staff)

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