

FOR SALE: Hawaii Small Animal Vet Clinic

Over 2,000 patients seen in 2017 including preventative care and quarantine services!

Financial Overview

List Price: **\$600,000**

Gross Sales
2017: \$642,243
2016: \$631,983

Owner Profit/Cash Flow
2017: \$126,285

Profit Margin: 20%

Multiple: 4.75

Valuation: 2017 Cash Flow x Multiple = Price
\$123,192 x 4.75 = \$599,854

Assets Included in Purchase: \$153,861

Fixtures & Equipment: Autoclave, scales, centrifuge, x-ray machine and equipment, IV pumps, Surgical laser, monitors, grooming tables and equipment, etc: \$153,861

Intangible Assets: Experienced staff, 15 years in business, accessible location,

**amounts may vary*

Business Information

Year Established: 2003

Location: Maui, Hawaii (Population 144,000, approx. 15-20 competitors)

Practice Focus: Companion animals (dogs and cats)

Patients: 30 new clients/mo.; existing patients come for emergent treatment or ongoing preventative care; 2,095 patients in 2017 with average sale per patient of \$206.54

Services Provided: Laser surgery; Dentistry; Orthopedic surgery; Acupuncture; Wellness; Treatment of allergies, hormonal and digestive issues; Rabies quarantine

Building and Lease: 2,000 sq. ft.; space includes surgical suite, treatment rooms, 3 dog runs, reception area, quarantine area, \$2,400/month

Reason for Selling: Retiring from profession

Employees: Front Office (2), Head Tech, Assistant Tech, Groomer

Hours: Vet Hours: 8:30 to 5 M,T,TH,F

Front Desk Only Hours: 8:30-11:30 WED 8:30-12 SAT

Seller Training Period: 6 months

Growth Opportunities: Bring after hours emergency services in-house; expand client services to include exotic animals and pocket pets; inventory expansion (include pet supplies); website improvement; SEO

Current Owner's Responsibilities: DVM

Description

Accredited with a trained staff in place, this veterinary clinic offers comprehensive care to companion animals. Accreditation is a long, rigorous process and difficult to achieve.

The staff is well-trained, with some in the industry for more than 25 years. Employees include 2 receptionists, a head nurse, an assistant nurse and groomer. Grooming is a newer addition, and has been offered for about eight months.

Looking beyond the exhibited symptoms, this practice completes a complete examination of patients to provide full spectrum care. Services provided include laser surgery, dentistry, orthopedic surgery, acupuncture, wellness, treatment of allergies, hormonal and digestive issues and rabies quarantine, which may be necessary to do on-site to bring animals into Hawaii. The practice sees 30 new patients per month on average, and provides existing clients with both emergent treatment and ongoing preventative care. There were 2,095 patients in 2017 with an average sale per patient of \$206.54.

The current owner is the DVM in the practice, and although planning to retire from the professions, is willing to stay on to transition for six months. Extended transition or part-time employment is negotiable.

The practice is located in a 2,000-square foot commercial condo, and includes a surgical suite, treatment rooms, 3 dog runs and reception area. Monthly lease payments are \$2,400/mo.

Growth opportunities include bringing after-hours emergency services in-house (currently use practice affiliates); expand client services to include exotic and pocket pets (the practice used to treat these types of animals, but has since moved solely to companion animals), expand inventory to include pet supplies and refine/improve the practice's website and SEO rankings.