

AVAILABLE FOR ACQUISITION

Patient Decontamination Training & Response Teams

Provides Fully Managed Programs and Hospital Training

U.S. State
Idaho

2022 Est. Revenue
\$1,140,000

2022 Est. EBITDA
\$378,000



This unique acquisition opportunity is for a Company that contracts with hospitals to build, train, and manage response teams. These teams are prepared to decontaminate patients arriving at the hospital contaminated with hazardous substances. The Company also manages and maintains a hospital's hazmat equipment and runs required hazmat drills for the hospital and trains hospital staff on laws and procedures. In 2021, the Company's revenues came from hospital emergency patient decontamination services (95%) and hospital staff FRA and FRO training (5%). The Company operates in a variety of states and has the potential to expand further nationwide.

Investment Considerations:

Strong Client Relationships: The Company has built an extensive customer list and good industry relationships since its inception. The customer base is loyal, which allows the Company to save marketing costs that competitors must foot, both in acquiring new customers and in obtaining repeat business from existing customers.

Not Highly Dependent on Current Ownership: The Company's management is structured optimally with highly qualified and reliable personnel such that it can run well without ownership's presence. The Company's services are performed by teams of contractors, resulting in management expense.

Dominant Market Share: The Company is a leader in their market, commanding a strong market share and position.

Strong Historical Sales Growth: Historical sales have grown from \$475,000 in 2018 to \$752,000 in the fiscal year ending December 31, 2021, representing a compound annual growth rate of 25.8%. Sales have grown consistently year-over-year in the historical period.



Brent Bungard is an Idaho Real Estate Sales Agent with Arthur Berry & Company, Lic. AV19295, an authorized Generational Affiliate.

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Client # 65487
Confidentiality Link: [NDA 65487](#)

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