



## **Air Ambulance & Charter Company**

### **Reference No. 102076**

Revenues: \$ 2,700,000  
Cash Flow: \$ 600,000  
Asking price: \$ 3,950,000

### **Opportunity Summary**

This air ambulance and charter company, with 2 operational bases in the Southwest, specializes in the nationwide air transportation of individuals needing critical/specialty medical care aboard the aircraft. The owner has developed an extremely efficient and well-run business, which includes a manager who handles the operational activities of the company - performing the sales functions of the business and coordinating the flight schedules of the airplanes. The extensive assets of the business include its aircraft fleet consisting of three airplanes, with a fair market value in excess of \$3,000,000, and extensive medical and maintenance equipment. The employees include 7 highly trained pilots, a medical director, who is a board certified physician, and a 12 person certified medical crew. The company holds a 135 certificate which allows them to operate an air charter business. The company's revenues are divided into 2 areas – 85% air ambulance flights and 15% air charter service. These revenues are the result of the extensive contacts and relationships the company has developed within the industry. The asking price is well justified by the assets of the business and its steady cash flow. This is an excellent opportunity for someone looking to enter the airline business or for a strategic buyer looking to grow or to expand its operations geographically.

### **Competition**

There are other companies that perform a similar service; however, this company has been able to distinguish itself due to its reliability and high quality service.

### **Opportunities**

The business has significant growth potential for a buyer looking to expand and willing to invest the required capital. The acquisition or leasing of several more planes would result in an increase in revenues. Currently, the company does a limited amount of marketing. An aggressive marketing and sales campaign targeted at hospitals and other key players in the industry would significantly increase demand. The company should also continue to benefit from the revenue growth that has occurred in the entire air charter industry during the past few years.



**Facilities**

The company leases a hangar and office at one airport location in the Southwest, and additional operational facilities at a second airport location in the Southwest.

**Seller Involvement**

Seller is willing to help with the transition.

**Seller Financing**

N/A

**Contact**

Marc D. Weiss  
mweiss@skylineequity.com  
212-380-1093