

Available for Acquisition

Successful Behavioral Health Practice

Opportunity to acquire a premier, full-service behavioral health practice.

2021 Projected Revenue: \$2.0M

Southeast, US

This is a highly successful behavioral health practice with a 16 year history of dedicated patient service and performance excellence. Its competitive advantages include:

- **Leading Independent Firm:** Company is a premier full-service independent behavioral health provider in the Southeast, with a reputation for caring, committed client service excellence and a well-deserved reputation as the best independent practice in their service area.
- **Significant Reimbursement Rate Increase:** It enjoys long-standing relationships with its payors and has negotiated favorable rate increases that will significantly impact the bottom line beginning in 2021 as expenses are not expected to increase proportionately.
- **Additional Revenue Growth Factors:** In addition to the rate increase, several providers are moving from reduced hours to a full schedule and the increased revenue will contribute to the expected growth to \$2M in 2021 with a substantial increase in profitability.
- **Broad Capabilities:** The diversity of doctoral level practice professionals, and in particular the ability to provide both psychological services and medical management under one umbrella, makes Company a more attractive and convenient solution for those needing behavioral health services.
- **Organizational Resilience:** In the fall of 2019, the founder took the prescient step of ensuring the practice was approved for telehealth reimbursement. As a result, the pandemic has had a minimal impact on the financial health of the practice as evidenced by the financials. This resilience is expected to add significantly to the bottom line as capacity increases to include both in person and telehealth services. The increased demand for behavioral health services as a result of COVID 19 and its impact on mental health make this an attractive opportunity to increase the number of providers within an existing practice without the need to increase costs.
- **Talented Provider Team and Support Staff:** The founder has worked to purposefully select practitioners that fit the practice's culture of caring service and support. The company's support staff is experienced and tenured.
- **Practice Culture:** The Company believes its client relationships are priceless. Clients choose the Company for supportive and caring solutions. To ensure that outcome, the Company will:
 - Consistently deliver caring and personalized service

- Apply their expertise to facilitate client solutions, and
- Build client trust by being responsive and thorough

This represents a compelling opportunity to acquire a premier behavioral health practice in a desirable area with a strong, tenured professional and administrative staff. Management has ensured future profitability with a substantial increase in reimbursement rates by its largest payor for the 2021-2022 plan years along with the transition of several providers from a part time to a full time schedule. The Company's facility, turnkey operations, significant operating history, and comprehensive behavioral health capabilities present bullish opportunities to continue to increase market share and profitability.

eMerge M&A

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