LAUNCHING A MOBILE VETERINARY PRACTICE

Financing a mobile clinic — the vehicle and the runway

How SBA financing may help an experienced veterinarian fund a two-unit mobile practice — vehicles, a small home base, equipment, inventory, and working capital — in a single loan.

LOAN AMOUNT	PROGRAM	PROJECT TYPE
$790,000	SBA 7(a)	Practice start-up

THE SITUATION

A veterinarian with 23 years in practice was ready to go out on her own — not with a traditional hospital, but with a mobile practice: a surgery-capable unit for procedures and a second, lighter unit running wellness and vaccine routes, supported by a small leased base for pharmacy, lab, and sterile storage.

THE FINANCING CHALLENGE

The surgical unit alone quoted at about $340,000, and vehicle lenders would finance only the trucks. The second unit, equipment, base build-out, inventory, and a working-capital runway would have meant stitching together three or four separate facilities.

THE SBA FINANCING STRUCTURE

The financing was sized to the whole launch — both units, equipment, leasehold improvements, inventory, and a working-capital reserve — for a total project of about $878,000, supported by a single SBA 7(a) loan of $790,000 with a borrower injection of roughly $88,000 (start-ups typically call for about 10%).

WHAT THIS HELPED THE PRACTICE DO

- ✓ Funded both units and everything needed to run them in one loan
- ✓ Held a working-capital reserve through the client-building months
- ✓ Kept personal savings available instead of self-funding the launch

WHERE THE FINANCING WENT

Illustrative example, itemized. Total includes $33,000 in SBA guaranty fee and closing costs.

Mobile surgical unit (purpose-built)	$340,000
Second mobile unit (wellness routes)	$165,000
Medical, imaging & lab equipment	$120,000
Base build-out & leasehold improvements	$75,000
Pharmacy & medical supply inventory	$40,000
Software, IT, licensing & launch marketing	$25,000
Working-capital reserve (ramp-up)	$80,000
TOTAL PROJECT COST	**$878,000**

HOW IT WAS FINANCED

SBA loan amount	$790,000
Borrower injection (~10%)	$88,000
Loan term	10 years
Est. monthly payment	~$10,200

SBA 7(a) rates are typically tied to the Prime Rate and move with it; the estimate above assumes a rate in the range common for start-up 7(a) loans. Actual rate, term, and payment depend on the project and are subject to credit approval.

THE TAKEAWAY

A mobile practice costs more than the vehicles. Sized to the full eligible project, the practice opens funded rather than stretched. Bring us a plan at any stage — a lending specialist will give you a straight answer, typically within five business days.