SAMPLE DOSSIER 02

Owner-operated home health agencies, VA / NC

BUY BOX Independent, owner-operated Medicare-certified home health agencies · Virginia + North Carolina · national chains and health systems excluded

21	5	3	0
primary agencies (19 VA / 2 NC)	call-first picks, with reasons	borderline names held out	paid databases used

Call these five first

1 Home & Heart Health

Fredericksburg, VA · CMS ~938 · Fd. 1997 · cert. 1997 · CMS ★ 4.5 · high confidence

Nurse co-owners Kaye Pegelow and Pam Mace-Murray have run it since the 1997 founding. 4.5-star CMS quality, solid volume, Fredericksburg MSA. A textbook succession conversation.

2 1st Care At Home (Commonwealth Home Health)

South Boston, VA · CMS 200+ staff · Fd. 1985 · cert. 1985 · CMS ★ 3.5 · high confidence

Veteran-founded in 1985, now third-generation under owner Trey Burkholder. 200+ staff and two Medicare CCNs across Southside VA and Lynchburg. Clear principal, clear geography; the angle is scale or partnership, not retirement.

3 Blue Ridge Home Health Care

Galax, VA · CMS ~1,419 · Cert. 2009 · CMS ★ 1.5 · high confidence

The site calls it a private, independent agency, and founder Dustin H. Snow is CEO and administrator. Strong volume for rural SW Virginia. Low quality star (1.5), so clinical diligence comes first.

4 Hallmark Home Health Care

Danville, VA · CMS ~477 · Cert. 1993 · CMS ★ 3.5 · med confidence

Danville agency, Medicare-certified since 1993; its site says independently, locally and women owned. Mid-small volume, 3.5 stars. Owner isn't named publicly, so pull SCC officers before the call.

5 HealthView Home Health & Hospice

Rocky Mount, NC · CMS ~810 · Cert. 1973 · CMS ★ 2.5 · med confidence

One of the few true independents in a certificate-of-need state. Home health plus hospice, with a CEO / registered-agent signal on C. Saunders Roberson Jr. Confirm SOS members and any capital partners early.

How we sourced this

- CMS Provider Data Catalog (every Medicare-certified VA and NC agency, proprietary filter), Medicare Care Compare, NC DHSR licensure lists, NPI registry records, company pages and local press.
- Volume = CMS timely-care denominator, a workload proxy only (not census or revenue). Medicare cert. = CMS certification date for the agency's CCN; founding year shown only where the company or press states it.
- NC's certificate-of-need rules keep true independents scarce, so the NC count is small by design, not padded.
- Owners are named only from public records; contact details are held back for the paid sheet.

Same format, your buy box.

$1,000 per buy box, delivered within three business days once scope is confirmed and the invoice is paid.
Email your criteria to **info@shortlistmemo.com**. We confirm scope in writing before work starts.

All 21 primary agencies

Top 5	Agency	Town	Volume (CMS proxy)	CMS ★	Founded / Medicare cert.	Owner / administrator (public source)	Independence / succession	Contact	Conf.
1	**Home & Heart Health**	Fredericksburg, VA	~938 · mid	4.5	Fd. 1997 · cert. 1997	Kaye Pegelow; Pam Mace-Murray (co-owners)	Nurse co-owners since the 1997 founding	*Redacted*	HIGH
2	**1st Care At Home (Commonwealth Home Health)**	South Boston, VA	200+ staff · ~1,343 + ~615	3.5	Fd. 1985 · cert. 1985	Trey Burkholder (owner, per 2025 press)	Third-generation family; succession already done	*Redacted*	HIGH
3	**Blue Ridge Home Health Care**	Galax, VA	~1,419 · mid	1.5	Cert. 2009	Dustin H. Snow (founder; CEO / administrator)	Site: ‘private, independent agency’; founder-run	*Redacted*	HIGH
4	**Hallmark Home Health Care**	Danville, VA	~477 · small-mid	3.5	Cert. 1993	Not published (SCC officer pull needed)	Site: ‘independently, locally & women owned’	*Redacted*	MED
5	**HealthView Home Health & Hospice**	Rocky Mount, NC	~810 · mid	2.5	Cert. 1973	C. Saunders Roberson Jr. (CEO / registered-agent signal)	Rare NC independent; check for capital partners	*Redacted*	MED
	Five Star Home Health Care	Chantilly, VA	~1,145 · mid-large	4.5	Cert. 2012	Johnny Wilkinson (founder & CEO)	Founder-led; multi-service NoVA platform	*Redacted*	HIGH
	Valley Ridge Home Health	Christiansburg, VA	~247 · small	2.0	Cert. 2016	Avi Biston (managing member, per NPI)	Member-managed proprietary LLC	*Redacted*	MED
	Nayar Health Care	Ashland, VA	~468 (Ashland) + other sites	3.0	Cert. 2017	A.K. Nayar (President, CEO & owner)	Founder-owned; multi-site VA + FL ◆	*Redacted*	HIGH
	Pavilion Medical Home Care & Staffing	Annandale, VA	~623 · small-mid	4.0	Cert. 2008	Gibson Iyeke Erhunmwunse (owner / president, per NPI directories)	Proprietary; hospice affiliate at same address	*Redacted*	MED
	Care With Love	Fairfax, VA	~1,049 · mid-large	3.5	Cert. 2019	Nefr Israel Michaels; Wes Michaels (co-founders)	Founder co-owned; brand now franchising ◆	*Redacted*	HIGH
	Home Nursing Service of SW Virginia	Abingdon, VA	~739 · mid	4.0	Cert. 1985	Judy L. Wilson (administrator / VP ops); owner unconfirmed	Long-tenured independent; owner sources conflict	*Redacted*	MED
	Ultra Health Home Care	Cedar Bluff, VA	~773 · mid	2.5	Cert. 2006	Not identified (registered agent only)	Proprietary; ownership unconfirmed	*Redacted*	LOW
	First Choice Home Health & Hospice	Harrisonburg, VA	~441 · small-mid	2.0	Fd. 1977 · cert. 1988	Not confirmed (directories conflict)	Local; ‘not a big corporation’ per site	*Redacted*	MED
	Special Care Home Health	Grundy, VA	~137 · small	4.5	Cert. 2005	Not identified	Proprietary; affiliation unconfirmed	*Redacted*	LOW
	Mountain Regional Personal Care Services	Duffield, VA	~1,229 · mid	2.5	Cert. 2004	Not identified	Proprietary; ownership unconfirmed	*Redacted*	LOW
	Kind Hearts	Oak Hall, VA	~260 · small	3.0	Cert. 2020	Erin Marie McKim (manager, per NPI)	Proprietary LLC; MD mailing address	*Redacted*	MED
	Home Recovery Home Health	Farmville, VA	~857 · mid	3.0	Cert. 1985	Not identified	Proprietary; ownership unconfirmed	*Redacted*	LOW
	Esprit Home Healthcare	Annandale, VA	~173 · small	4.5	Cert. 2001	Not identified	Proprietary LLC; owner not on site	*Redacted*	LOW
	Domain Medical Home Health & Staffing	Alexandria, VA	~134 · small	4.5	Cert. 2011	Not identified	Proprietary; home health + staffing	*Redacted*	LOW
	PHC Home Health	Charlotte, NC	~646 + ~362 (Cary)	3.0	Cert. 2010	Ivans (Ivan) Belovs (director / co-owner signal)	Independent in a CON market; founder control to confirm	*Redacted*	MED
	Tristate Quality Care	Alexandria, VA	~462 · small-mid	3.5	Cert. 2013	Not identified	Proprietary corp.; ownership unconfirmed	*Redacted*	LOW

◆ multi-site platform or franchising brand

Borderline appendix: 3 names held out

Name	Town	Volume / size	Founded / cert.	Owner (public source)	Why held out
Well Care Home Health	Wilmington, NC	~950 staff · CMS ~9,096	Fd. 1987 · cert. 1966	Long family (Tanya Long, founder; Zac Long, CEO)	Scaled regional platform (~950 staff); above a search-fund bite. Shown as the NC upper bound.
PathWell Home Health & Hospice	Winchester, VA	~816 · mid	Cert. 2012	Raman Brar (CEO); Andrew Quinn (COO) — co-founders	Multi-market growth platform with likely capital partners; not a classic owner-operator.
Continuum II Home Care & Hospice (Cardinal Hospice Care)	Jacksonville, NC	No CMS data	Cert. 1998	Karen G. McDaniel (President, per NPI) — equity unconfirmed	Home health operation unconfirmed: state license now DBA Cardinal Hospice Care; no CMS volume or quality data.

A live engagement can promote any of these after a phone screen. Full rows are in the spreadsheet.