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## Home Health & Hospice Agency

### LEHIGH VALLEY, PENNSYLVANIA

#### **100% Medicare Home Health and Hospice Agency**

offering Skilled Nursing & Physical Therapy in the Lehigh Valley,  
to help patients recovering from an injury or illness.



*Currently Operating Throughout Lehigh,  
Northampton, Schuylkill, and Berks Counties*

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# LEHIGH VALLEY HOME HEALTH & HOSPICE AGENCY

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# LEHIGH VALLEY HOME HEALTH & HOSPICE AGENCY

## EXECUTIVE SUMMARY

*Prestige Group Is Proud To Present  
The Exclusive Offering Of*

## **“Home Health and Hospice Agency”**

*LEHIGH VALLEY, PENNSYLVANIA*

In an ever-evolving healthcare landscape, this agency is seeking the sale of its Lehigh Valley Home Health and Hospice operations to focus on delivering exceptional, industry leading service to residents and patients within its core geographical market in Central Pennsylvania.

This Home Health and Hospice Agency is a 100% Medicare home hospice agency offering skilled nursing and physical therapy in the Lehigh Valley Region of Pennsylvania. They currently operate in four counties: Lehigh, Northampton, Schuylkill, and Berks. The current census is 130 Home Health patients and 13 Hospice patients.

Lehigh Valley is one of the fastest growing regions of its size. This positions the Buyer to have an excellent opportunity to expand the business from the four counties currently being served to the region.

## LEHIGH VALLEY HOME HEALTH & HOSPICE AGENCY COMPANY OVERVIEW

### ABOUT THE SELLER:

Founded in 1978, this Home Care and Hospice Agency is a not-for-profit, faith-based provider of In-home care services, that includes:

- Home Health
- Home Care
- Palliative Care
- Hospice Care
- Grief Support
- Telehealth Monitoring

Their professional, compassionate caregivers bring compassionate comfort and care to the homes of people throughout south central and northeastern Pennsylvania and northern Maryland.

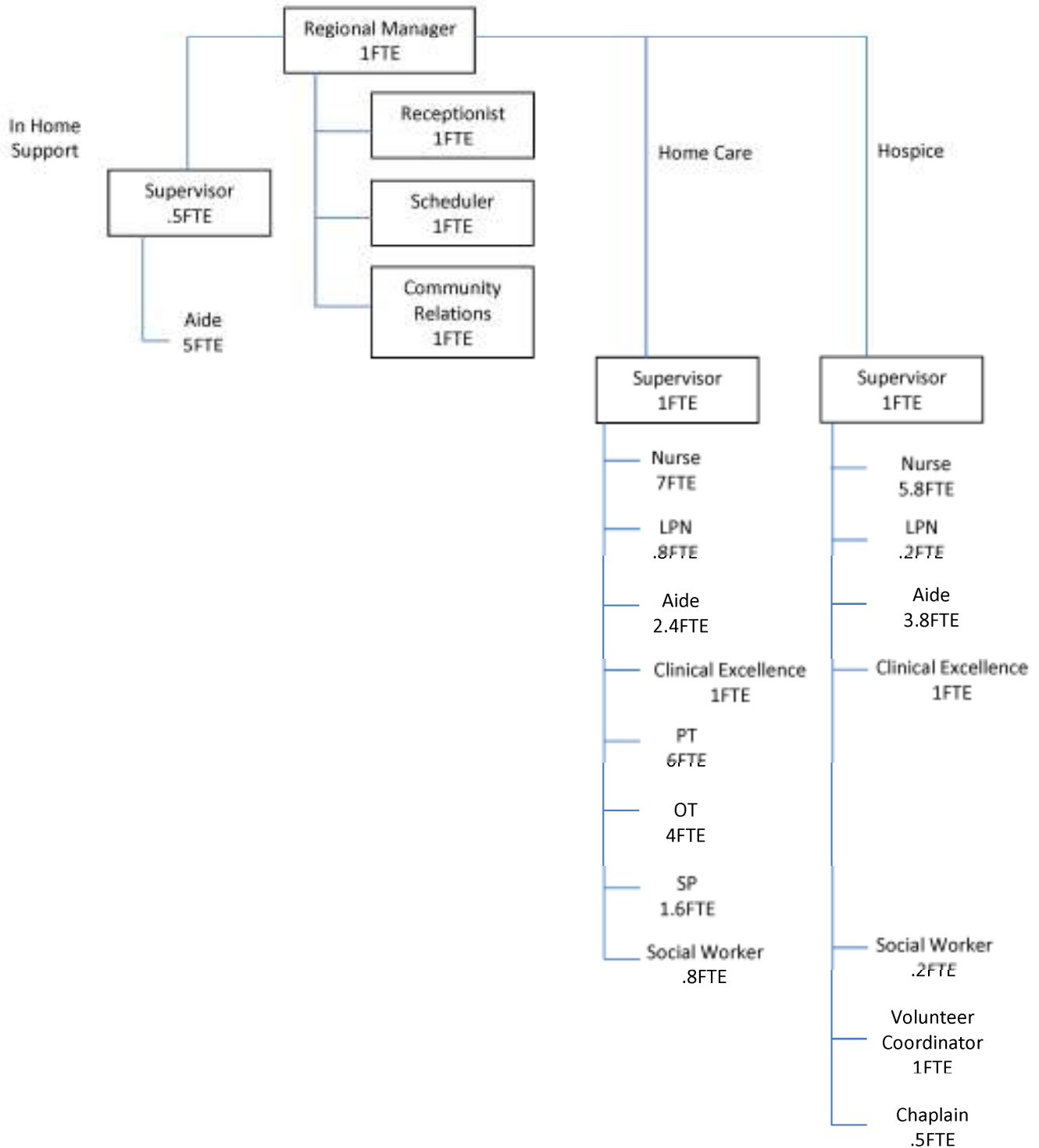
They are committed to investing in staff development, care delivery and state-of-the-art health care technologies, including telemonitoring programs. This approach means the clients of this Home Care and Hospice Agency receive the most innovative care, delivered by local caregivers, in the privacy of their own home.

As a non-profit organization, they provide care to all members of their local communities regardless of their ability to pay. No one who needs help is turned away from this Home Care and Hospice Agency.

# LEHIGH VALLEY HOME HEALTH & HOSPICE AGENCY

## ORGANIZATIONAL CHART

### Lehigh Valley Office



## LEHIGH VALLEY HOME HEALTH & HOSPICE AGENCY FINANCIALS

For Financial Reports and Operational Information  
please contact Jim Baranello at [jbaranello@prestigegroup.com](mailto:jbaranello@prestigegroup.com)  
or call (484) 995-6114 for access to the Virtual Data Room.

# LEHIGH VALLEY HOME HEALTH & HOSPICE AGENCY

## Regional Overview

**This Home Health and Hospice Agency** provides in home healthcare services to their clients in Pennsylvania in the following counties Southeastern Pennsylvania:

*Lehigh • Northampton • Schuylkill • Berks*

The Southeastern Region of Pennsylvania includes regions known as “Lehigh Valley”, “Delaware Valley” and Philadelphia Metropolitan Area.

**The Lehigh Valley** is the fastest growing and third most populous region in the state of Pennsylvania with a population of 821,623 residents as of the 2010 U.S. Census. It is eclipsed in total population only by the metropolitan areas of Philadelphia and Pittsburgh in Pennsylvania. It is the 64th most populated metropolitan area in the United States.

In March 2014, the Lehigh Valley was recognized by business publication *Site Selection Magazine* as being the second-best performing region of its size for economic development in the entire United States. It was also ranked by *Fortune* in May 2015 as being among the top 10 best places in the U.S. to locate corporate Finance and Information Technology.

**The Delaware Valley** is the valley through which the Delaware River flows. It is commonly referred to as **Greater Philadelphia** or **Philadelphia metropolitan area**. The Delaware Valley Metropolitan Area is located at the southern part of the Northeast megalopolis. It can be described as either a metropolitan statistical area (MSA), or as a broader combined statistical area (CSA). The MSA has a population of over 6 million, while the CSA has a population of over 7.1 million (as of the 2010 Census Bureau count). Philadelphia, being the region’s major commercial, cultural, and industrial center, wields a rather large sphere of influence that affects the counties that immediately surround it.

Some of the Delaware Valley's most well-known contributions involve the region's higher education and medical institutions.

The **Pocono Mountains**, commonly referred to as **The Poconos**, are a geographical, geological, and cultural region in Northeastern Pennsylvania. The Poconos are an upland of the larger Allegheny Plateau. Forming a 2,400-square-mile escarpment overlooking the Delaware River and Delaware Water Gap to the east, the mountains are bordered on the north by Lake Wallenpaupack, on the west by the Wyoming Valley and the Coal Region, and to the south by the Lehigh Valley. Much of the Poconos region lies within the Greater New York-Newark, NY-NJ-CT-PA Combined Statistical Area. The wooded hills and valleys have long been a popular recreation area, accessible within a two-hour drive to millions of metropolitan area residents, with many communities having resort hotels with fishing, hunting, skiing, and other sports facilities.

The Pocono Mountains are a popular recreational destination for local and regional visitors. While the area has long been a popular tourist destination, many communities have seen a rise in population, especially in Coolbaugh Township and other communities within Monroe County. The region has a population of about 340,300, which is growing at a rapid pace, largely attributable to vacationers from New York and New Jersey turning vacation homes into permanent residences. The region lacks a major population center, although there are municipalities such as Stroudsburg, East Stroudsburg, Mount Pocono, and the townships around them which are all in Monroe County where the population is 165,058, which is about half of the total population in the Poconos.

The Poconos now serves as a commuter community for New York City and northern New Jersey. The commute often takes as much as two hours each way due to traffic.



# LEHIGH VALLEY HOME HEALTH & HOSPICE AGENCY MAP

★ Counties of Operation





# LEHIGH VALLEY HOME HEALTH AND HOSPICE AGENCY

## CONFIDENTIALITY AND DISCLAIMER

### Lehigh Valley Home Health & Hospice Agency

This Offering Memorandum has been prepared by Prestige Group (hereafter known as Prestige) and, does not purport to be all-inclusive. All projections have been developed by Prestige, the Owners and designated sources and are based upon assumptions relating to the general economy, competition and other factors beyond the control of Prestige or the Owners, and therefore are subject to variation. Prestige, Owners and its employees disclaim any and all liability for inaccuracies, representations and warranties, expressed and implied, contained in, or for omissions from Offering Memorandum or any other written or oral communication transmitted or made and we expect prospective purchasers to exercise due diligence to verify all information.

The Owners reserve the right, in their sole discretion, to reject any and all expressions of interest or offers regarding the Property at any time with or without notice. The Owners shall have no legal commitment or obligation to any entity making an offer to purchase the Property unless and until a written agreement of sale for the purchase of the Property has been fully executed, delivered and approved by the Owners and its legal counsel. Prestige is not authorized to make any representations or agreements on behalf of Owners.

By accepting this Offering Memorandum, Buyer agrees (I) to hold and treat it in the strictest of confidence, (II) not to disclose the offering Memorandum or any of its contents to any other entity (except outside advisors retained by you) without the prior written authorization of the Owners or Prestige (III) not to use the Offering Memorandum or any of the contents in any fashion or manner detrimental to the interest of the Owners or Prestige.

In consideration for this introduction, Buyer agrees that should Buyer enter into negotiations or agreements with respect to the Property the same shall be done through Prestige. In the event that Buyer violates this Agreement, both Prestige and Owner(s) shall be entitled to all remedies provided by law, including, but not limited to, injunctive relief and damages. In the event that Buyer disclosed the availability of this property to a third party and this third party or the Buyer purchases the above Property without Prestige, then Buyer in addition to the remedies specified herein, will responsible for the payment of Prestige's commission.

Buyer acknowledges that they are working with Prestige as Exclusive Broker and Buyers are not represented by any other real estate broker or agent. Buyer also agrees that they will not contact Owner or Owner's Employees directly or indirectly under any circumstances. Additional information and an opportunity to inspect the Property will be made upon request to Prestige.

Prestige, understands and acknowledges that if the Potential Buyer is a "publically traded company" on the New York Stock Exchange, and that the existence of discussion regarding Potential Buyer's interest in the Potential Transaction may be material non-public information about Potential Buyer. Prestige, Owner and their respective affiliates and Representatives will comply with all federal and state securities laws as they relate to the purchasing or selling of securities of Potential Buyer after receipt of material non-public information about Potential Buyer.

ACKNOWLEDGED, AGREED AND ACCEPTED this \_\_\_\_\_ day of \_\_\_\_\_, 2020, by

\_\_\_\_\_  
*Buyer's Signature*

\_\_\_\_\_  
*Buyers Company (Print)*

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*Buyer's Name (Print)*

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*Buyer's Mailing Address (Print)*

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*Buyer's Office Number*

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*Buyer's Fax Number*