



Pennsylvania Sublicense Sales

Territorial holders in Pennsylvania benefit from being able to assemble teams of local experts, who possess an innate understanding of their towns, cities and counties. These professionals, empowered by the independence sublicensing provides, can operate with considerable autonomy. This autonomy promotes growth and innovation without constant oversight, creating a dynamic team environment that is agile and finely attuned to the specific needs of the Pennsylvania market.

Leveraging this local expertise, MB Nurse Pennsylvania can collaborate with local hospitals, care homes and care providers as well as regional specialists who have a profound knowledge of their specific areas within Pennsylvania. Sublicensing to these local experts ensures that MB Nurse solutions are precisely tailored to meet the local area's distinct challenges and opportunities, establishing trust and credibility within local communities.

Local sublicensees in Pennsylvania will be skilled in navigating the state's bureaucracy, regulations, policies, and understanding cultural nuances and market dynamics. This expertise facilitates more efficient market penetration. It also distributes operational risks among a wider group of stakeholders, reducing the financial and operational burden on the primary license holder. This model encourages local stakeholder involvement, fostering a sense of ownership and commitment to MB Nurses success, leading to stronger advocacy and brand loyalty across Pennsylvania.

The sublicensing model conservatively (97 / 185 hospitals in Pennsylvania covered) estimates the number of hospitals in each county by the local ratio obtained by dividing the number of hospitals in Pennsylvania by the total population. To estimate the number of hospitals in each county, this ratio is divided by the population of the county. Revenues are estimated using the total number of hospitals and are an annual figure.



SUBLICENSING OPPORTUNITY

State	Population	Hospitals	(Nursing Homes)	Territory Price	Readmission Revenue	Virtual RN Revenue	Chronic Disease Revenue
Philadelphia County	1,567,258	13	48	\$7,836,290.00	\$17,654,707	\$2,937,637	\$3,953,765
Allegheny County	1,233,253	10	38	\$6,166,265.00	\$13,892,238	\$2,311,585	\$3,111,161
Montgomery County	864,683	7	27	\$4,323,415.00	\$9,740,403	\$1,620,745	\$2,181,359
Bucks County	645,054	5	20	\$3,225,270.00	\$7,266,346	\$1,209,076	\$1,627,295
Delaware County	575,182	5	18	\$2,875,910.00	\$6,479,259	\$1,078,110	\$1,451,027
Lancaster County	556,629	5	17	\$2,783,145.00	\$6,270,264	\$1,043,334	\$1,404,223
Chester County	545,823	5	17	\$2,729,115.00	\$6,148,538	\$1,023,080	\$1,376,963
York County	461,058	4	14	\$2,305,290.00	\$5,193,685	\$864,198	\$1,163,124
Berks County	430,449	4	13	\$2,152,245.00	\$4,848,883	\$806,825	\$1,085,905
Lehigh County	376,317	3	12	\$1,881,585.00	\$4,239,102	\$705,361	\$949,345
Westmoreland County	352,057	3	11	\$1,760,285.00	\$3,965,820	\$659,889	\$888,144
Luzerne County	326,369	3	10	\$1,631,845.00	\$3,676,452	\$611,740	\$823,340
Northampton County	318,526	3	10	\$1,592,630.00	\$3,588,103	\$597,039	\$803,554
Dauphin County	288,800	2	9	\$1,444,000.00	\$3,253,248	\$541,321	\$728,564
Cumberland County	268,579	2	8	\$1,342,895.00	\$3,025,465	\$503,419	\$677,552
Erie County	267,689	2	8	\$1,338,445.00	\$3,015,439	\$501,751	\$675,306
Lackawanna County	215,615	2	7	\$1,078,075.00	\$2,428,840	\$404,144	\$543,938
Washington County	210,383	2	6	\$1,051,915.00	\$2,369,904	\$394,338	\$530,739
Butler County	197,300	2	6	\$986,500.00	\$2,222,527	\$369,815	\$497,734
Monroe County	167,198	1	5	\$835,990.00	\$1,883,437	\$313,393	\$421,795
Beaver County	165,677	1	5	\$828,385.00	\$1,866,303	\$310,542	\$417,958
Centre County	158,425	1	5	\$792,125.00	\$1,784,612	\$296,949	\$399,663
Franklin County	156,902	1	5	\$784,510.00	\$1,767,456	\$294,094	\$395,821
Lebanon County	144,011	1	4	\$720,055.00	\$1,622,242	\$269,931	\$363,300
Schuylkill County	143,104	1	4	\$715,520.00	\$1,612,025	\$268,231	\$361,012
Cambria County	131,441	1	4	\$657,205.00	\$1,480,645	\$246,370	\$331,590
Fayette County	125,755	1	4	\$628,775.00	\$1,416,594	\$235,713	\$317,246
Blair County	121,032	1	4	\$605,160.00	\$1,363,390	\$226,860	\$305,331
Lycoming County	113,104	1	3	\$565,520.00	\$1,274,084	\$212,000	\$285,331
Mercer County	109,220	1	3	\$546,100.00	\$1,230,332	\$204,720	\$275,532
Adams County	106,027	1	3	\$530,135.00	\$1,194,363	\$198,735	\$267,477
Northumberland County	90,133	1	3	\$450,665.00	\$1,015,322	\$168,944	\$227,381
Totals	11,433,053.00	97	353	\$56,714,600.00	\$127,774,706.54	\$21,429,887.77	\$28,842,474.61