



2023-2024

Business Affiliate Guide

**A provider's handbook of products and
services to help you advance your mission.**



Letter from our President



Dear Reader,

In the following pages you will find information about LeadingAge MA Business Affiliates and Partners. This group of businesses provides services and solutions designed to help aging services providers fulfill their missions to provide high quality housing and care to older adults each day. The Business Affiliates and Partners of LeadingAge MA play an integral role in our mission to expand the world of possibilities for aging through their support of the Association and our Not-For-Profit Provider Members.

As the trusted and influential voice in the field of aging services, LeadingAge MA is committed to connecting our provider members with effective and innovative solutions to their day-to-day challenges. This Business Affiliate Guide was created as a way to share the work of our Business Affiliates and Partners with aging services providers across the Commonwealth, allowing them to find the solutions they need, when they need them. This electronic document includes categories for every business, and we suggest using the search function on your browser or PDF reader to quickly find the services you are seeking. If you can't find what you are looking for, you can reach out to our Vice President Sarah Lacasse at slacasse@leadingagemma.org.

We are so grateful to the companies you will find in these pages for their support of LeadingAge MA, and we hope you find this guide to be a useful tool!

Sincerely,
Elissa Sherman Ph.D.
President, LeadingAge MA

SUGGESTED SEARCH TERMS

Architects || Audio/Video || Banking Services || Behavioral Health || Clinical Services || Communications || Compliance || Contractors/Construction || Emergency Call Systems || Executive Search/Recruiting || Financial Services || Housekeeping/Laundry || Information Technology || Insurance || Management Consultants || Marketing Consultants || Medical Supplies || Organizational Training || Paper Products || Pharmacies || Quality Improvement || Rehabilitation Services || Supply Distributor || Wellness Systems



Platinum Partners



ATLANTIC CHARTER
INSURANCE COMPANY



SALLOP

Insurance Brokerage ■ Risk Mitigation ■ Special Risks

Contact: Liz Finn-Elder
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www.sallop.com

Jacquie Willett
Jwillett@atlanticcharter.com
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**Business
Categories:**
Insurance
Risk Mitigation

Atlantic Charter Insurance Company is one of the largest writers of workers' compensation insurance in Massachusetts. The company has built its reputation on the personalized risk management services provided by its experienced claims personnel, nurse case managers, and safety & health professionals. Atlantic Charter specializes in working with clients in various industries including senior living providers, hospitals, and home health agencies. Rated "A" Excellent by AM Best Company, Atlantic Charter's underwriting results consistently outperform the industry by a wide margin. The company also holds licenses in New Hampshire and Connecticut.

Sallop has been a trusted advisor to LeadingAge MA members for over 30 years. We are an experienced insurance brokerage & risk management firm specializing in Aging Services, including : skilled nursing operators, assisted living residences, continuing care retirement communities and home health providers. Our focus on healthcare has enabled Sallop to develop a high level of expertise and to design coverages and tailored services to the specific needs of our clients. As one of the largest healthcare insurance firms in New England, Sallop has worked closely with the legal community, insurance providers and various industry groups like Leading Age to develop our programs. For large and small operators, Sallop Insurance can assist your organization with its comprehensive property and casualty insurance needs.





Insurance Brokerage ■ Risk Mitigation ■ Special Risks

75 years of experience in providing risk management and insurance services to the health care industry.

*Sallop Insurance is pleased to partner with
Leading Age MA and its Membership*

- Independent Brokerage for all lines of property and casualty insurance
- Risk Management Services
- Fully Insured Traditional Programs as well as assistance with Alternative Risk Transfer, Captives and Risk Retention Groups
- Leading Healthcare Brokerage in New England with Unparalleled Client Service
- For Profit and Not for Profit clientele receiving services countrywide
- Specialty Programs for Skilled and Non-Skilled Nursing Care, Assisted Living, CCRC, Home Care and Hospice providers

Entrust your operations with insurance professionals who have true expertise in your industry.



ATLANTIC CHARTER PROUDLY SUPPORTS

LEADING AGE OF MASSACHUSETTS



ATLANTIC CHARTER
INSURANCE COMPANY

25 New Chardon St., Boston, MA | 617.488.6500 | www.atlanticcharter.com

Platinum Partner



Contact: Sean Morrison
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(781) 982-1001
www.CLAconnect.com

Business Categories

Accountants
Financial Services

CLA exists to create opportunities for our clients, our people, and our communities through industry-focused wealth advisory, digital, audit, tax, consulting, and outsourcing services. With more than 8,500 people, nearly 130 U.S. locations, and a global vision, we promise to know you and help you. Our senior living team offers an array of service capabilities: reimbursement, strategic and capital planning, operations and performance improvement, feasibility studies and research, health reform advisory, and executive search among others. For more information, visit CLAconnect.com. CLA (CliftonLarsonAllen LLP) is an independent network member of CLA Global. See CLAglobal.com/disclaimer. Investment advisory services are offered through CliftonLarsonAllen Wealth Advisors, LLC, an SEC-registered investment advisor.



Where is your *there*?

CLA brings balance to get you where you want to go.
Start at CLAconnect.com/balance.



We'll get you there.

CPAs | CONSULTANTS | WEALTH ADVISORS

Sean Morrison, 781-982-1001, Quincy, MA | CLAconnect.com

Platinum Partner



Trusted partner. Proven outcomes.

Contact: Rob Stevenson
rstevenson@symbria.com
(203)915-8637
www.symbria.com

Business Categories

Pharmacies
Rehabilitation Services

Symbria is a single strategic partner for Well-Being, Pharmacy and Therapy generates ease, efficiency and coordination. We provide innovative ways to keep those you serve healthier and independent longer. Our exceptional combination of business acumen and passion for people is why we stay nimble, responsive and connected to what you need.

Our culture of innovation and creative use of technology achieves better results, lightening your clinical team's workload, and enhancing your competitive edge.



Your single strategic partner for Well-Being, Pharmacy and Therapy generates ease, efficiency and coordination.

Symbria provides innovative ways to keep those you serve healthier and independent longer. Our exceptional combination of business acumen and passion for people is why we stay nimble, responsive and connected to what you need.

Our culture of innovation and creative use of technology achieves better results, lightening your clinical team's workload, and enhancing your competitive edge.

Symbria[®]

Trusted partner. Proven outcomes.

[Symbria.com](https://www.symbria.com)

Platinum Partner



Ziegler

CAPITAL :: INVESTMENTS :: ADVICE

Contact: Keith Robertson
krobertson@ziegler.com
(212) 284-5403 (office)
(860) 299-5453 (mobile)
www.ziegler.com

Business Categories

Financial Services

Ziegler is one of the nation's leading underwriters of financing for not-for-profit senior living providers. Ziegler offers creative, tailored solutions to its senior living clients, including investment banking, financial risk management, merger and acquisition services, seed capital, FHA/HUD, capital and strategic planning, sponsorship transitions, as well as senior living research, education and communication.





ZIEGLER SENIOR LIVING FINANCE

Together we are making a continued commitment to senior living excellence through education and comprehensive, innovative financial services



Investment Banking



Seed Capital



Financial Risk Management



FHA/HUD Mortgage Banking



Dispositions, Mergers & Acquisitions



Capital & Strategic Planning



Sponsorship Transitions



Research, Education & Thought Leadership

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Ziegler

CAPITAL :: INVESTMENTS :: ADVICE

Investment banking services offered through B.C. Ziegler and Company. FHA mortgage banking services are provided through Ziegler Financing Corporation, which is not a registered broker/dealer. Ziegler Financing Corporation and B.C. Ziegler and Company are affiliated and referral fees may be paid by either entity for services provided.

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Gold Partner

DIMELLA SHAFFER

Contacts:

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Philippe Saad

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(617)230-6670

Business Categories

Planning

Architecture

Interior Design

www.dimellashaffer.com

Founded in 1965, DiMella Shaffer is a privately-owned architectural, interior design, and planning firm based in Boston. We are a team of enthusiastic architects, interior designers, and planners working across five practice areas creating innovative solutions for senior living, multi-family, academic, science and workplace projects.

For more than 30 years DiMella Shaffer has been a leader in the field of senior living. We develop long term partnerships with our clients because we understand their goals and the ever-evolving needs and expectations of aging adults. In both rural and urban settings, we have worked with senior living clients to plan and design communities with independent living, assisted living, and supportive environments for people needing special care and those that need long term care.

As your design partner, we will:

- Provide insight into innovative senior living design and strategy for the future
- Offer creative solutions for solving senior living shortcomings
- Identify strategies for campus expansion and existing building optimization
- Envision senior living environments through the eyes of current and potential future residents

We approach design through “The Art of Balance”, our way to engage, be creative, responsible to the environment and sensitive to our client’s needs. Our senior living team has a deep understanding of not-for-profit clients’ missions and priorities. We know that major achievements like building projects are the result of team collaboration, and their success relies on our ability to balance the appropriate factors . Achieving this balance on every project is the goal of our process; it defines how we design and build community together.





DiMella Shaffer develops long term partnerships with our senior living clients because we understand their goals and the ever-evolving needs and expectations of aging adults.



**DIMELLA
SHAFFER**

PLANNING ARCHITECTURE INTERIOR DESIGN

Gold Partner

Business Categories

Banking Services
Capital Investments
Financial Services



Contact: Naren Dhamodharan
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www.Hampden-park.com

Hampden Park Capital & Consulting is a nationally recognized capital provider and housing consultant that assists mission driven organizations in developing and operating an array of innovative housing and financing solutions. We are committed to delivering premier professional services and ongoing support, allowing our clients to successfully provide individuals with affordable, secure, and enriched living environments. Our focus is on assisting mission driven organizations that primarily serve low income seniors.

We are able to offer clients a seamless transition from our housing consultant services to our FHA insured mortgage banking services. We are proud to serve as a “one-stop shop” that offers a smooth transition from housing consulting services to mortgage banking services.





HAMPDEN PARK

Capital & Consulting

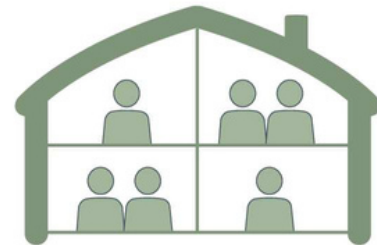
Mission Statement

To create and preserve affordable housing in partnership with mission driven organizations.



Vision Statement

A world in which everyone lives in a comfortable, safe, and stable home.



Corporate Values



Mission Driven - We passionately pursue our purpose of creating and preserving affordable housing. We measure our success based on the fulfillment of this mission, not on the number of transactions we close.



Team Oriented - Our company culture is defined by comradery, professionalism, mutual respect, and a healthy dose of humor. Collaboration is key to each project we work on. We are honored to serve as a part of our clients' teams.



Integrity - We always strive to do what's right, not what's easy. We are committed to complete honesty. We take responsibility for what we do and when we do it and are accountable to our clients and ourselves.



Client Focused - We are committed to our clients and their unique missions and goals. We guide each client with clear communication and personalized support to ensure they are equipped to make the right choices for their organization.



Humility - We believe in putting the team before oneself. We listen to others and take their points of view into consideration. We are curious and always looking to learn. When success is earned, we recognize the contributions of each team member and our business partners.

Gold Partner

Business Categories

Banking Services
Capital Investments
Financial Services



FINANCED RIGHT®

Contact: Andrew Nesi
anesi@hjsims.com
(203) 418-9057
www.hjsims.com

Since 1935, HJ Sims has raised more than \$26 billion for senior living financings nationally. We are a full-service investment bank specializing in tax-exempt and taxable bonds, mezzanine loans, equity, seed capital, bank financing, and FHA-insured loans. Visit hjsims.com.





UNIQUE

Your financial needs.
Our can-do approach.

Partnered Right. Structured Right. Executed Right.

HJ Sims recognizes that sometimes conventional financing isn't the right financing. You'll rarely hear us say, "that can't be done" or "it's not within our policy." Instead, our bankers craft each financing to address the specific and unique needs of each client. This signature approach takes more effort, but it ultimately helps us position our clients, and this sector, for greater success. At Sims, that's how we measure ourselves.



Contact [Andrew Nesi](#),
Executive Vice President
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Member of FINRA, SIPC



Gold Partner



Contact: Jim MacManus, Director of Business Development

Preferred Therapy Solutions

jmacmanus@preftherapy.com

860-549-2732

www.preftherapy.com

Business Categories

Rehabilitation Services

Preferred Therapy Solutions is a full-service rehabilitation management organization dedicated to providing state-of-the-art clinical, management, billing, and information technology solutions to the post-acute and long-term care industry. Preferred Therapy Solutions is able to assist in developing a strategic road map designed to increase SNFs market share by identifying potential referral targets and providing useful information on competitor's performance. Preferred Therapy Solutions abilities significantly enhance the quality, productivity, scope, and efficiency of any facility's rehabilitation department while maintaining a focus on achieving high levels of patient satisfaction and providing excellent customer service.





LEADINGAGE
MASSACHUSETTS
GOLD BUSINESS
PARTNERS

experts in
REHABILITATION
management

Preferred Therapy Solutions and Preferred Therapy Outpatient & Wellness are dedicated to providing state-of-the-art clinical and business solutions to the post-acute and long-term care industry.

Our proven strategies improve the quality and delivery of care needed to drive operational success and positive patient outcomes.

Strategic solutions provided include:

**FULL SERVICE
IN-HOUSE
MANAGEMENT
CONSULTING
EDUCATION**

Jim MacManus
Director of Business Development
jmacmanus@preftherapy.com
860-549-2732

#itsallaboutthepatient
www.preftherapy.com

Business Affiliates - Friends

4M Healthcare

Business Categories: Housekeeping/Laundry

www.4-m.com

Specialized cleaning, housekeeping & laundry services for healthcare facilities 4M's Healthcare services delivers an absolute standard of clean, combined with an unmatched level of customer support. We understand that when it comes to cleanliness, the reputation & overall wellness of your facility is at stake. You'll receive both a visual & clinical standard of clean, so your residents, patients, families & clinical staff always feel safe and comfortable. Our Healthcare services offer exceptional staffing & management to meet all of your cleaning, housekeeping & laundry needs.

Accushield

Business Categories: Wellness Systems, Visitor Management System, Workforce Management

www.accushield.com

Executive Directors designed Accushield's Visitor and Entry Management solution to help Senior Living Communities, Nursing Homes, Hospitals, and Healthcare Facilities know who is in their buildings, enabling the creation of a safer and more secure environment. In 2023 we introduced a new, fully-integrated workforce scheduling platform called Flex. Flex is an AI-powered all-in-one solution for streamlined shift management, automated callout, flexible employee scheduling, time sheets, and employee engagement.

ADT Commercial

Business Categories: Emergency Call Systems

www.adt.com/commercial/healthcare

ADT Commercial's Healthcare team delivers timely and cost-effective solutions to the Long Term Care market for Nurse Call, E-Call, Wander Management, Access Control, Video Surveillance, Intrusion, Panic Alarms, and Fire, Sprinkler & Suppression Installation & Inspection, eliminating the need to call on multiple companies. We represent Tek-Tone, Ascom, Accu-Tech, Axis, Hanwha, EST, Lenel, Software House & many others. We also offer 24x7 service on these and other manufacturers product lines.



Business Affiliates - Friends

Alliance Health Management Services

Business Categories: Management Consultants

www.alliancehhs.org/Alliance-Management-Services

Alliance Health Management Services is proud to provide operational, clinical, regulatory, financial management and other services to all our skilled nursing and rehabilitation facilities and clients. We have a highly experienced team of dedicated professionals spanning all aspects of skilled nursing, rehabilitation, and assisted living facility management. In addition to offering short-term crisis management, Alliance can offer tailored services to meet your organizations' specific needs.

Amenta Emma Architects

Business Categories: Architects

www.amentaemma.com

Our mission is to create great places with people who share our belief that design matters. Amenta Emma's senior living practice is focused on innovation and a common-sense approach; acutely aware of the power of architecture and interior design to transform the experience for older adults and their caregivers. We have designed independent living apartments, cottage neighborhoods, memory units for individuals with dementia, and skilled nursing units, and we have helped new communities with Master Plans for an integrated campus and existing communities rethink, refresh and realize their greatest potential.

Boston Textile Co., Inc.

Business Categories: Housekeeping/Laundry

www.bostontextile.com

Since our founding in 1933, Boston Textile has been dedicated to providing quality products with an unparalleled attention to our customers' needs. We work with the world's best mills and manufacturers to supply the hospitality, healthcare and institutional industries with a wide range of goods. Also please consider us on custom window treatments, cubicle curtains and ready made comforters. Bringing the comfort of home to long term care. As a family owned and operated business for over 80 years, we have the industry knowledge and experience required to serve your needs.



Business Affiliates - Friends

C.E. Floyd Company

Business Categories: Contractors/Construction

www.cefloyd.com

Repositioning your community? Ambitious ideas for your campus? Looking for new programming opportunities? Let's build your vision together. C.E. Floyd is a construction and planning firm in Bedford, MA and Middletown, CT. We've completed roughly 120 projects on more than 60 senior living campuses including most recently at Mary Ann Morse, Carleton-Willard and Fox Hill Village. We have work in progress at Loomis, Brooksby Village, and Briarwood. We partner with clients who care about the same things we do: mission, impact, and providing an exceptional experience and spaces where seniors thrive.

Compass Community Living

Business Categories: Food Service

www.unidine.com

Founded in 2001, Unidine develops and manages customized dining programs for independent and assisted living communities, skilled nursing facilities, and CCRC's throughout the United States. Our singular focus is food and dining management, allowing us to provide unrivaled guest experiences through innovative programs, scratch cooking and fresh ingredients.



Considering a senior living expansion or repositioning? We can help.



C.E. Floyd Company, PBC
general contractor / construction manager
www.cefloyd.com



Business Affiliates - Friends

Cove Risk Services, LLC

Business Categories: Insurance

www.coverisk.com

Providing Underwriting, Safety Services, Claims Handling, Billing and General Administration for six workers' compensation self-insurance groups in NH and MA, including the Massachusetts Care Self-Insurance Group.

Cura Hospitality

Business Categories: Dining Services

<https://curahospitality.com/>

connectRN

Business Categories: Workforce Management, Recruiting

www.connectRN.com

connectRN is the leading nurse community reimagining a healthcare system where nurses and healthcare partners thrive. Created to provide nurses with flexible work opportunities, and help eradicate the healthcare staffing crisis, connectRN is a trusted advocate and workforce ally for nurses and healthcare partners alike. connectRN is headquartered in Waltham, Massachusetts and serves clinicians across the U.S.

connectRN

**Goodbye,
staffing shortages.**
Hello, peace of mind.

Highly qualified, W2 clinicians,
at rates you can count on.

Time is Money. Protect Both.
connectrn.com/partners



Business Affiliates - Friends

EGA, P.C.

Business Categories: Architects

www.ega.net

EGA is a full service architectural firm dedicated to creating environments for seniors for more than 50 years, with a staff of unparalleled experience and many happy, repeat clients.

E.F. Senior Care

Business Categories: Compliance, Clinical Services, Development Consultants, Employee Training Executive Search/Recruiting, Financial Services, Information Technology, Leadership Development, Management Consultants, Marketing Consultants, Organizational Training, Workforce Development, Quality Improvement

www.efseniorcare.com

EF Senior Care/Eisenstein Flaherty & Associates Business Categories: Billing Services, Clinical Services, Compliance, Executive Search/Recruiting, Financial Services, Information Technology, Management Consultants, Marketing Consultants, Organizational Training, Quality Improvement www.efseniorcare.com

ef SENIOR CARE

The solution for financial, clinical and organizational challenges faced by Skilled Nursing & Senior Living Communities

We work in close partnership with Administrators, Boards, Facility Staff and Lenders, EF provides an array of consulting services from proactive reviews, to targeted engagements, to crisis interventions.

Putting care first in everything we do.

- Business Office Support
- Clinical Reimbursement MDS/MMQ/Case Mix
- Clinical Support/Infection Control
- Temporary/Permanent Placement

Learn more at <https://www.efseniorcare.com/> or call (617) 702-2644



Business Affiliates - Friends

Flagstar Bank

Business Category: Banking Services

www.flagstar.com

Flagstar Bank recognizes that the healthcare industry is growing and evolving rapidly, and the financial needs of these essential organizations are constantly changing. They require a banking relationship that can offer the expertise and experience needed to support their missions and enable them to achieve their goals. Flagstar's Healthcare Banking and Finance team focuses on providing depository and lending services to a wide variety of for-profit and not-for-profit healthcare organization owners, operators, and sponsors. Our team is composed of experienced professionals with exceptional knowledge of this highly specialized sector. We offer a commitment to delivering exceptional, relationship-focused single-point of contact client service and a wide variety of balance sheet credit solutions to meet your business finance needs. We serve healthcare organizations of all sizes and specialties nationwide, including but not limited to: Hospitals, Skilled Nursing, Assisted Living, Memory Care, Independent Living, Ambulatory Surgery Centers, Continuing Care Retirement Communities, Drug & Rehabilitation Centers, and Mental Health Facilities.

Bringing a new energy to healthcare and finance

In a constantly changing industry, you need a strong, stable partner you can rely on. Flagstar's Healthcare Finance team has the expertise to keep up with—and ahead of—change and the experience to support your mission and achieve your goals.

Contact our client service team to learn more.

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VP, Associate Group Director
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COMMERCIAL &
PRIVATE BANKING

flagstar.com | Member FDIC | Equal Housing Lender 



Business Affiliates - Friends

Fully Managed

Business Categories: Information Technology

www.fullymanaged.com/solutions/senior-care/

Fully Managed is a market-leading provider of complete technology solutions for senior care communities. Fully Managed specializes in helping customers assess their existing infrastructure, deploy new IT solutions and manage technology on an ongoing basis -- so they can focus on other mission-critical tasks. Our services include infection control screening applications, technology assessments and strategy development, wireless solutions, medical grade hardware/mobile devices, 24x7 IT helpdesk support and a range of managed IT services. More than 5,000 facilities across North America currently operate over 70,000 Fully Managed end-user devices for their daily electronic health record (EHR) documentation.

Geriatric Medical & Surgical Supply

Business Categories: Medical Supplies

www.geriatricmedical.com

Distributor of medical and surgical supplies, durable medical equipment, paper-janitorial supplies, rehab products, nutritional supplements, and more!

Hirsch Roberts Weinstein

Business Categories: Legal Services

www.hrwlawyers.com

Hirsch Roberts Weinstein LLP (HRW) is a Boston-based law firm representing organizations of all sizes with respect to employment law, labor law, and litigation. With a focus on the non-profit health care and human services industries, we help LeadingAge members meet their toughest human resources challenges. HRW offers alternative billing arrangements, including our marquee monthly retainer program, called the Labor and Employment Services Program (LESP). LESP member-clients pay a flat monthly fee, based on size, and enjoy "off-the-clock" legal advice from our team of experienced attorneys on day-to-day matters, as well as periodic manager or leadership training.



Business Affiliates - Friends

Krokidas & Bluestein LLP

Business Categories: Legal Services

www.kb-law.com/

Krokidas & Bluestein provides legal services to nonprofit, for profit, public and individual clients in the areas of health law, nonprofit law, administrative law, civil litigation, employment, education and real estate development and finance (including tax-exempt bond, tax credit and commercial finance). Attorneys in the firm's Health & Human Services practice leverage their extensive industry knowledge to give the firm's broad client base of senior living and health and human service providers an edge in regulatory, operational and financial matters, complex transactions and enforcement actions. Our team has forged long-term relationships with our clients, advising from start up through growth and repositioning, and in the development of innovative programs. [Krokidas & Bluestein/Jennifer Gallop also serves as LeadingAge MA's representative to the LeadingAge Legal Committee.]

Legacy Lifecare Consulting

Clinical Oversight & Education

Business Development & Strategy

Operations Management

Performance Improvement

Financial Services

Our Partners

CHELSEA JEWISH LIFECARE
CELEBRATING LIFE THROUGH
THE JEWISH TRADITION

JGS LIFECARE®
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Deutsches Altenheim
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Sisters of Charity

Securing Legacies, Together

978-471-5102 | legacylifecare.org



Business Affiliates - Friends

Legacy Lifecare Consulting

Business Categories: Management Consultants

www.legacylifecare.org

Legacy Lifecare partners with not-for-profits and offer support by giving organizations the tools and resources to excel in managing all operational aspects. Our knowledge, experience, and passion set us apart. Affiliates have access to sophisticated managerial resources and collaborative opportunities, helping to secure their own legacy of caregiving - not only for today but for all future generations.

Massachusetts Care Self-Insurance Group

Business Categories: Insurance

www.coverisk.com

Cove Risk Services, LLC is the exclusive administrator for six self-insurance groups that provide workers' compensation coverage to more than 4,000 businesses throughout Massachusetts and New Hampshire. A self-insurance group is an association of employers that provides workers' compensation coverage to its members. Each self-insurance group is composed of employers in the same industry and state, focusing on businesses with favorable risk profiles.

M&T Bank

Business Categories: Banking Services, Capital Investments, Financial Services

www.mtb.com

Established in 1865, they are one of the 20 largest US headquartered commercial bank holding companies. Among their specialized areas are healthcare and not-for-profit organizations.

McKesson Medical-Surgical

Business Categories: Medical Supplies, Equipment, Housekeeping, Lab and Pharmacy

www.mms.mckesson.com

McKesson Medical-Surgical is a medical distributor offering medical supplies, healthcare solutions, distribution services and clinical resources.



Business Affiliates - Friends

Medline Industries

Business Categories: Equipment, Medical Supplies

www.medline.com

Medline Industries primarily serves the healthcare industry, including hospitals, nursing homes, surgery centers, physician offices, and other healthcare facilities. Medline offers a wide range of products, including medical and surgical instruments, disposable medical supplies, personal protective equipment (PPE), wound care products, patient care products, and various healthcare textiles.

NexDine

Business Categories: Food Service

www.nexdine.com

NexDine provides a comprehensive suite of customized dining, hospitality, and facilities management services to discerning senior lifestyle communities. Through our people-centric approach, we collaborate with administrators and residents to develop programs that fit the ever-changing needs of their communities

The PFM Group

Business Categories: Financial Services

www.PFM.com

The PFM Group is a leading provider of financial and investment advisory services to nonprofit organizations in Massachusetts and the country. PFM was founded in 1975 to provide sound independent financial advice to acute and long term care healthcare institutions, educational institutions and governmental agencies. The PFM Group is a partnership headquartered in Philadelphia with New England offices in Boston and Providence and 34 other offices nationwide.

PointClickCare

Business Categories: Information Technology

www.pointclickcare.com

PointClickCare is a leading North American healthcare technology platform enabling meaningful collaboration and access to real-time insights at every stage of the patient healthcare journey. For over 20 years, the company has realized the same vision: to help the world care for vulnerable populations. Since its inception, PointClickCare has grown exponentially, with over 1,700 employees working to impact millions. Recognized by Forbes as one of the Top 100 Private Cloud Companies and acknowledged by Waterstone Human Capital as Canada's Most Admired Corporate Culture, PointClickCare leads the way in creating cloud-based software. PointClickCare solidifies its position as a high-growth healthcare software provider, serving over 27,000 long-term and post-acute care providers, over 2,800 hospitals and 2,000 ambulatory clinics, every major U.S. health plan across the U.S, and over 75 state and Government agencies. To learn more, visit pointclickcare.com.



Business Affiliates - Friends

PowerOptions

Business Categories: Energy Supplier

www.poweroptions.org

For 25 years PowerOptions has reduced the cost, carbon, and complexity of energy for nonprofit senior living organizations. With 495 members of every size and sector across Massachusetts, Connecticut, and Rhode Island, PowerOptions has the market strength to negotiate very competitive prices and the member demand to drive innovation. We provide a one-stop-shop for decarbonization and all your other energy needs, from roadmaps for building decarbonization and fleet electrification, to turnkey solar and electricity and natural gas procurement. We advise members throughout the process, through planning, funding, implementation, and reporting.

ProCare LTC Pharmacy

Business Categories: Pharmacies

www.procareltc.com

Procare LTC was founded on a basic premise- to provide the highest level of customer service while delivering the best economic value to the facilities and residents we serve. This is achieved through the use of highly qualified and trained staff at every level of our organization. Collectively we understand the importance of positive clinical outcomes combined with the greatest economic value available to the beneficiaries of our services. Exceeding your expectations is what we are all about. With three decades of experience we have the understanding and knowledge to move into the next generation of pharmacy services.

Radius Executive IT Solutions

Business Categories: Information Technology || IT Software

www.RadiusITS.com

Radius Executive IT Solutions provides a full range of IT services, including but not limited to Managed Service Provider IT Consulting, and ePHI & HIPAA Compliance. Your business depends on security and technology. We are ready to combat any situation that arises, whether it's preventing a nasty piece of malware, ransomware, or a sneaky phishing scam from infecting your network or resolving a critical hardware failure to reduce down time with your staff. We are available remotely and onsite to get your system back up and running. Our managed service agreements are customized to fit your particular budget and organizational needs.



Business Affiliates - Friends

Sentenia Systems, Inc.

Business Categories: Audio/Video, Communications, Emergency Call Systems

www.Sentenia.net

The Healthcare division of Sentenia Systems installs and maintains electronic systems for senior care facilities including Nurse Call, Wander Management, Access Control, Video Surveillance, Phone systems, and Wired or Wireless Infrastructure.

ServiceMaster Restoration

Business Categories: Disaster Restoration

www.servicemaster.com

Emergency Disaster Restoration Services

ShiftMed

Business Categories: Workforce Development

www.shiftmed.com

ShiftMed is the complete healthcare workforce solution, combining internal resource management technology with an on-demand workforce marketplace, to help organizations efficiently manage internal resources and seamlessly supplement their workforce with external workers.

Skyscape

Business Categories: Electronic Medical Records

www.skyscape.com

Skyscape's Buzz - innovative HIPAA secure digital communication & collaboration platform developed for the Home Health industry. It enables your care team to collaborate in real-time, leading to countless benefits, including reducing readmissions & improved ratings.



Business Affiliates - Friends



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Business Affiliates - Friends

SMD Inc.

Business Categories: Emergency Call Systems, Equipment, Other

www.smdinc.net

SMD offers a portfolio of products designed to enhance safety for residents, staff and visitors, including nurse call, wandering resident and door and building security systems. Each system is designed to meet the unique needs of each facility. With SMD's flagship product, ReZcare, critical life safety systems are integrated so systems are monitored, communications are streamlined, data is recorded from each event, and valuable management reports can be generated.

Strategic Care Solutions, LLC

Business Categories: Management Consultants, Marketing Consultants

www.strategiccares.com

Strategic Care Solutions (SCS) is a team of experienced experts who specialize in long-term care solutions for clients in Massachusetts. SCS's unique blend of professional expertise encompasses multiple service areas. Our senior care team in Massachusetts has served clients in many domains: Hospitals, skilled nursing facilities, short-stay SNFs, memory care skilled nursing facilities and assisted living facilities, traditional assisted living communities, Adult Day Health, and continuing care retirement communities

WayForth

Business Categories: Move Management

www.wayforth.com

WayForth is a full service move management company offering downsizing, space planning, packing/unpacking, moving, storage and clear-out services. WayForth is the largest move management and moving company in the country, delivering personalized concierge-level home transition services.

ZurickDavis, Inc

Business Categories: Executive Search/Recruiting

www.zurickdavis.com

ZurickDavis is an executive search practice serving healthcare and human services organizations. We recruit for all business and clinical leadership functions, from the C-Suite to the manager level. Our ZDinterim division provides experienced interim leaders to organizations with an unexpected leadership gap. Through our ZDassist business line, we provide project-based services to augment human resources and talent acquisition teams in their search activities.



Business Affiliates - Associates

Ball Consulting Group, LLC

Business Categories: Public Relations

www.ballcg.com

Bank of America

Business Categories: Banking

<https://www.bankofamerica.com/>

BerryDunn

Business Categories: Financial Services

www.berrydunn.com

CapTel Outreach

Business Categories: Audio/Video

www.oeius.org

Casper Cremation & Funeral Services

Business Categories: Funeral & Cremation Services

www.casperfuneralservices.com

CNA Insurance

Business Categories: Insurance

www.cna.com

The Congress Companies

Business Categories: Contractors/Construction

www.congresscompanies.com

Connor LTC Consulting

Business Categories: Management Consultants

www.connorltcconsulting.com



Business Affiliates - Associates

Continuing Care Management

Business Categories: Development, Management, Marketing Consultants

www.salmonhealth.com

Creating Results, LLC - Strategic Marketing

Business Categories: Marketing Consultants, Strategic Communications

www.creatingresults.com

Daniels Equipment Company

Business Categories: Equipment, Housekeeping/Laundry, Laundry Equipment

www.danielsequipment.com

Erland Construction

Business Categories: Contractors/Construction

www.erland.com

Glendale Dining Services

Business Categories: Food Service

www.glendalediningservices.com

Harmony Healthcare International (HHI)

Business Categories: Compliance, Rehabilitation Services

www.harmony-healthcare.com

Heart to Home Meals

Business Categories: Food Service

www.HeartToHomeMeals.com



Business Affiliates - Associates

J Fish Fitness for Seniors

Business Categories: Falls Prevention, Fitness

www.jfishfitness.net

JSA Inc.

Business Categories: Architects

www.jsainc.com

KARE

Business Categories: Staffing, Recruitment

www.doyoukare.com

Lavallee Brensinger Architects

Business Categories: Architects

www.lbpa.com

LWDA Design

Business Categories: Architects, Designers, Landscape Design

www.lwda.com

Marcum LLP

Business Categories: Accountants

www.marcumllp.com

MatrixCare

Business Categories: Electronic Medical Records

www.matrixcare.com



Business Affiliates -Associates

MedWiz Pharmacy

Business Categories: Pharmacies

www.medwizrx.com

Neurocrine Biosciences

Business Categories: Medical Supplies

www.neurocrine.com

One Point Partners

Business Categories: Capital Investments, Financial Services

www.onepoint-partners.com

Performance Healthcare Services

Business Categories: Housekeeping/Laundry

www.performancehs.net

RPA, a JENSEN HUGHES Company

Business Categories: Compliance, Emergency Preparedness

www.phillipsllc.com

Sannella & Associates Not-For-Profit Business Solutions

Business Categories: Management Consultants

www.nfpcfo.com

Sodexo Seniors

Business Categories: Food Service, Laundry/Housekeeping, Management Consultants

www.us.seniors.com/seniors



Business Affiliates - Associates

Synchrony Health Services

Business Categories: Laboratory Services, Pharmacies, Rehabilitation Services

www.synchronyhs.com

Trident

Business Categories: Project Manager

www.tridentgrp.com

Trinity Rehab Services

Business Categories: Rehabilitation Services

www.trinityrehabservices.com

Vantage Healthcare

Business Categories:

www.myvantagehcs.com

The Whiting-Turner Contracting Company

Business Categories: Contractors/Construction

www.whiting-turner.com

Windover Construction

Business Categories: Contractors/Construction

www.windover.com

Woodmark Pharmacy

Business Categories: Pharmacy

www.woodmarkpharmacy.com

