

MOMENTUM

2022 Business Affiliate Guide



LeadingAge™
Massachusetts

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 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 Member Engagement Director, 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
efinnelder@sallop.com
(617)488-6600
www.sallop.com

Jacquie Willett
jwillett@atlanticcharter.com
(617) 488-6631
www.atlanticcharter.com

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.



ATLANTIC CHARTER PROUDLY SUPPORTS

LeadingAge Massachusetts



ATLANTIC CHARTER
INSURANCE COMPANY

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



Insurance Brokerage ■ Risk Mitigation ■ Special Risks

More than 50 years of experience in providing risk management and insurance services to the health care industry.

Leading Healthcare Brokerage in New England with Unparalleled Client Service.

- 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
- 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.

A photograph showing the silhouettes of four rowers in a rowing team on a body of water during sunset. The sun is low on the horizon, creating a warm, golden glow across the sky and water. The rowers are positioned in the lower third of the frame, facing away from the viewer towards the right.

Sallop Insurance | www.sallop.com
25 New Chardon Street | Boston, MA 02114 | t: 617.488.6600

PLATINUM PARTNER



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

BUSINESS CATEGORIES

Accountants
Financial Services

CLA helps the future of health care by building deep lasting relationships, being thought leaders through the services we provide. Our vision guides everything we do that shapes our culture and values, which allows us to attract the right kind of people. We believe it is this combination that creates a different experience for the clients we serve regardless of the type of service. We move forward toward our vision by leveraging the culture of CLA. It's who we are and the collective way that we do things built on a foundation of leadership, ownership, and entrepreneurship. From more than 120 locations across the United States, our senior living and care professionals offer an array of services capabilities: reimbursement, strategic and capital planning, operations and performance improvement, feasibility studies and market research, marketing and sales consultation, health reform advisory, and executive search, among others. CLA exists to create opportunities for our clients, our people, and our communities through our industry-focused advisory, digital, audit, tax, and outsourcing services.



MISSION. MARGIN.

It takes balance.



We're proud to support
LeadingAge Massachusetts
and the important role your
organization plays in our community.

CLAconnect.com



We'll get you there.

CPAs | CONSULTANTS | WEALTH ADVISORS

PLATINUM PARTNER

Symbria[®]

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 that 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.

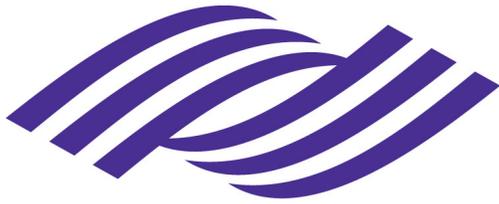
Our culture of innovation and creative use of technology achieves better results, lightening your clinical team's workload, and enhancing your competitive edge.

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
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

KEITH ROBERTSON

Managing Director
krobertson@ziegler.com
212 284 5403

CHAD HIMEL

Managing Director
chimel@ziegler.com
212 284 5408

ANDY NICODEMUS

Vice President
anicodemus@ziegler.com
312 596 1555



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:

Philippe Saad

PSaad@dimellashaffer.com

(617)778-0168

www.dimellashaffer.com

Business Categories

Planning

Architecture

Interior Design

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

For more than 30 years DiMella Shaffer has been a leader in the field of senior living, and our team has a deep understanding of the mission and priorities of not-for-profit clients. 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 planned and designed inclusive communities with independent living, assisted living, memory care, and supportive environments for people needing special care and those that need long term care.

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. 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.

As your design partner, we will:

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



DiMella Shaffer
is reimagining
communities
for older adults
through an
inclusive design
process centered
on clients needs
and aspirations.



**DIMELLA
SHAFFER**

GOLD PARTNER



HAMPDEN PARK

Capital & Consulting

Contact: Naren Dhamodharan
Naren@hampden-park.com
(413)636-9616
www.Hampden-park.com

Business Categories

Banking Services
Capital Investments
Financial Services

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.





Our team is dedicated to serving mission driven affordable senior housing providers. We're proud to serve as a "one stop shop" for our clients by offering a seamless transition from our housing consulting services to our FHA/USDA insured mortgage banking services.

We believe in building respectful, trusting, and long-lasting relationships with our clients by assisting them through each stage of development.



Please contact us today to see how we can serve your organization.

www.hampden-park.com



HAMPDEN PARK
Capital & Consulting

GOLD PARTNER



FINANCED RIGHT®

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

Business Categories

Banking Services
Capital Investments
Financial Services

Since 1935, HJ Sims has raised more than \$30 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.



**HJ
SIMS**

FINANCED RIGHT[®]

Contact [Andrew Nesi](#),
Executive Vice President
[203.418.9057](tel:203.418.9057) or anesi@hjsims.com

Member of FINRA, SIPC



GOLD PARTNER

The logo for Preferred Therapy Solutions features the word "Preferred" in a large, bold, blue serif font. A yellow swoosh underline starts under the "P" and extends to the right. Below "Preferred" is the phrase "Therapy Solutions" in a smaller, blue, italicized serif font.

Preferred *Therapy Solutions*

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.



experts in **REHABILITATION** management

It's an honor to be a Gold Sponsor and Partner with LeadingAge Massachusetts and their Members in representing our most vulnerable population!

CRITICAL EXPERTISE

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. Our customized programs, systems, and guidance vastly improve the quality and delivery of patient care. Our focus is on leveraging quantitative and measured reporting in real time to affect positive patient and organizational results.

STRATEGIC MODELS

Full Service || In-house Management || Consulting || Market Analysis || Competitive Advantage



#itsallaboutthepatient

Jim MacManus, Director of Business Development || jmacmanus@preftherapy.com

860 549 2732 || www.preftherapy.com

Business Affiliates – Associates & Friends

- Indicates LeadingAge MA Business Affiliates that support LeadingAge MA at the Friend Level



- **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.

- **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.

- **Alliance Health Management Services**

Business Categories: Management Consultants

www.alliancehhs.org/Alliance-Management-Services

Business Description: 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.



Business Affiliates – Associates & Friends

● **Amenta Emma Architects**

Business Categories: Architecture and Interior Design

www.amentaemma.com

Business Description: Amenta Emma Architect'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 to improve the quality of life and the quality of care. Our team is attuned to and continuously learning about the changing needs and desires of today's older adult as well as the challenges facing providers.

Ball Consulting Group, LLC

Business Categories: Strategic Communications

www.ballcg.com

Bank of America

Business Categories: Banking

BerryDunn

Business Categories: Medical Supplies

www.berrydunn.com

● **Boston Textile Co., Inc.**

Business Categories: Housekeeping/Laundry

www.bostontextile.com

Business Description: 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 – Associates & Friends

● **C.E. Floyd Company**

Business Categories: Contractors/Construction

www.cefloyd.com

Business Description: Repositioning your community? Ambitious ideas for your campus? Looking for new programming opportunities? Let's build your vision together. C.E. Floyd is a general contractor and construction manager in Bedford, MA and Middletown, CT. We've worked on over 60 senior living campuses including most recently at Carleton-Willard Village and Fox Hill Village. We partner with clients who care about the same things we do: mission and impact. Fit matters – to our team, our clients, and the work we do together. The right fit enables an exceptional experience and spaces where seniors thrive.

CapTel Outreach

Business Categories: Audio/Video

www.oeius.org

Casper Cremation & Funeral Services

Business Categories: Funeral & Cremation Services

www.casperfuneralservices.com

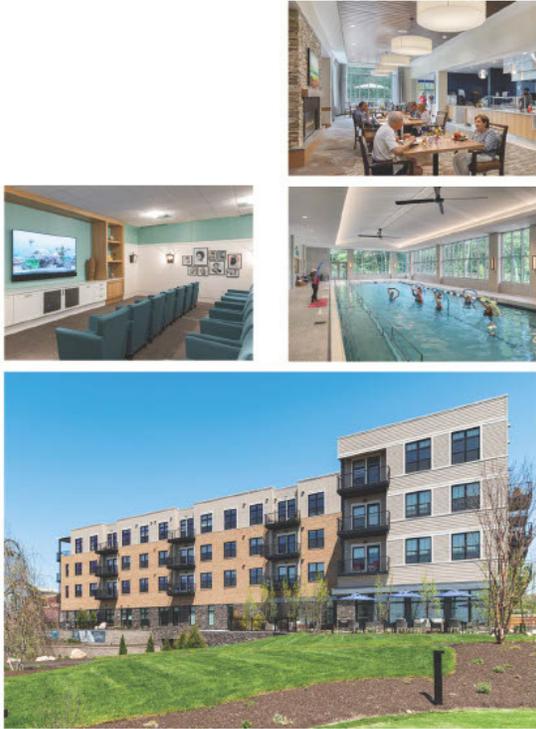
● **Compass Community Living**

Business Categories: Food Service

www.unidine.com

Business Description: 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

Cutler
A s s o c i a t e s



**Integrated
Construction
Solutions for
Senior Living**



Construction Management • Design-Build • General Contracting

- Dedicated senior living focus, with approximately two-thirds of work for not-for-profit providers
- Specialized teams for your project type
- Experts at working in resident-occupied buildings
- Focused on quality, affordability, sustainability and expedited completion

Worcester, MA | 508.757.7500 | CutlerDB.com

Business Affiliates – Associates & Friends

Continuing Care Management

Business Categories: Development, Management, Marketing Consultants

www.salmonhealth.com

Contract Sources, Ltd.

Business Categories: Supply Distributor

www.contractsources.com

● **Cove Risk Services, LLC**

Business Categories: Insurance

www.coverisk.com

Business Description: 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.

Creating Results, LLC - Strategic Marketing

Business Categories: Marketing Consultants, Strategic Communications

www.creatingresults.com

CTR Maine

Business Categories: Payroll Services

www.ctrmaine.com

Cura Hospitality

Business Categories: Food Service

Business Affiliates – Associates & Friends

● **Cutler Associates**

Business Categories: Contractors/Construction

www.cutlerdb.com

Business Description: 50+ years. 80+ senior living projects. 5,100+ units. At Cutler, Senior Living Construction is a dedicated company focus and a corporate division. We have teams committed to serving SL clients, many of whom have been coming to us for years. Clients benefit from our integrated services of planning, in-house architecture, and construction, as they get best-in-class facility design while also having real-time understanding of project cost. Top SL architects and development teams work with Cutler as our early accurate estimates and detailed problem-solving approach help tee-up projects for success. Once construction starts, on-time delivery, budget control, creative solutions to field issues, and strong close-out are hallmarks of Cutler projects.

Daniels Equipment Company

Business Categories: Equipment, Housekeeping/Laundry, Laundry Equipment

www.danielsequipment.com

● **EGA, P.C.**

Business Categories: Architects

www.ega.net

Business Description: 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.

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

Enos Home Oxygen & Medical Supply

Business Categories: DME Provider, Oxygen/Respiratory

www.enoshomemedical.com

Business Affiliates – Associates & Friends

Erland Construction

Business Categories: Contractors/Construction

www.erland.com

Fully Managed

Business Categories: Information Technology

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

Business Description: 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

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

Glendale Dining Services

Business Categories: Food Service

www.glendalediningservices.com

Graham Company

Business Categories: Insurance

www.grahamco.com

Business Affiliates – Associates & Friends

● **Harmony Healthcare International (HHI)**

Business Categories: Compliance, Rehabilitation Services

www.harmony-healthcare.com

Business Description: Harmony Healthcare International (HHI) is a healthcare consulting firm focused on assisting the LTC industry with our C.A.R.E.S. (Compliance, Analysis, Audit, Regulatory, Rehabilitation, Reimbursement, Education, Efficiency and Survey) platform of products and services designed to create operational, financial and clinical excellence with the goal of improving patient care.

Heart to Home Meals

Business Categories: Food Service

www.HeartToHomeMeals.com

Healthcare Services Group, Inc.

Business Categories: Food Service, Housekeeping/Laundry

www.hcsgcorp.com

● **Hirsch Roberts Weinstein**

Business Categories: Legal Services

www.hrwlawyers.com

Business Description: 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.

Husch Blackwell LLP

Business Categories: Legal Services

www.huschblackwell.com

Business Affiliates – Associates & Friends

JSA Inc.

Business Categories: Architects
www.jsainc.com

Krokidas & Bluestein

Business Categories: Legal Services
www.kb-law.com

Lavallee Brensinger Architects

Business Categories: Architects
www.lbpa.com

● **Legacy Lifecare Consulting**

Business Categories: Management Consultants
www.legacylifecare.org

Business Description: 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.

● **LTC Matters**

Business Categories: Legal Services
www.ltc-matters.org

Business Description: Our Massachusetts based boutique law firm is comprised of over 25 Attorneys and of-Counsels licensed in 25+ States, as well as other staff. We offer fresh and unique, compassionate assistance to healthcare operators, providers, doctors and other Clients concerning Medicaid qualification, difficult collection accounts, litigation, guardianships and conservatorships, probate administration and estates, risk mitigation, contracting and other services. We have Attorneys licensed to practice in many across the United States, and are willing to create new relationships should there be a need outside of our current practice locations, to serve additional prospective national providers. When you grow, we grow with you! We currently service some of the top providers in the Nation, and welcome the opportunity to service your healthcare organization as well! We have been nationally recognized by the American Association of Attorney Advocates as Top Ranking Attorneys, as well as have been recognized by the American Law Institute in 2018, 2019 and 2020 for Top 10 Best in Client Satisfaction.



Legacy Lifecare Consulting



Our Partners



Securing Legacies, Together

978-471-5102 | legacylifecare.org



LTC Matters

521 Rogers Street, Lowell, MA 01852

The Law Firm of LTC Matters, rated as **one of the Top 10 Best for 2018 - 2022 by American Legal Institute for Client Satisfaction**, is an expert provider to its Healthcare Clients of the following services:

M-E-D-I-C-A-I-D (& More)

- **Medicaid** Applications, Qualifications and compelling cooperation of combative family members
- **Estate Administration**, Estate sales of Properties and Creditor Collection through Estates
- **Discharge Planning** and Defending Discharge Appeals
- **Inaction and Administrative Appeals, including to Superior Court**, seeking enforcement of the State and Federal Medicaid rules and regulations
- **Civil Litigation and Collections** to secure payment of outstanding balances; property liens
- **Admistrative Appeals** to avoid penalty periods and other Medicaid issues i.e. Countable Trusts
- **Involuntary Probate matters**, including Guardianships and Conservatorships, revocation of POA's
- **Due Process Violation/Class Actions** for violation of Federal and State Rules by the Agency

We offer low hourly rates, fixed fee and contingency collections. To get in touch with Stephanie Tymula, the Managing Partner of LTC and to obtain a free Power Point Presentation regarding the services we offer:

- Call our office at 603-402-3511 or 978-770-7105
- Email us at Stephanie@ltc-matters.org or Referrals@ltc-matters.org
- Visit us on the web at: www.LTC-Matters.org



10 BEST LAW FIRM
... CLIENT SATISFACTION ...

Business Affiliates – Associates & Friends

● **Lument**

Business Categories: Financial Services

www.lument.com

Business Description: Lument helps health care, senior living and housing providers expand and improve their services by providing a full range of investment banking, mortgage banking and investment advisory solutions.

LWDA Design

Business Categories: Architects, Designers, Landscape Design

www.lwda.com

● **M&T Bank**

Business Categories: Banking Services, Capital Investments, Financial Services

www.mtb.com

Business Description: 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.

Marcum LLP

Business Categories: Accountants

www.marcumllp.com

● **Massachusetts Care Self-Insurance Group**

Business Categories: Insurance

www.coverisk.com

Business Description: The Massachusetts Care Self-Insurance Group, administered by Cove Risk Services, is a self-insured workers' comp program that has been serving and protecting nursing homes and assisted living facilities for more than 30 years. Our focus for members is Safety and Savings. Join 60 other Massachusetts assisted living facilities that have pooled their funds to manage risk and save on workers' compensation costs. When you become a member of this group, you will be provided with workers' compensation coverage that includes: access to a safety library; the expertise of a Senior Health & Safety Consultant to help educate staff and reduce risk; premium discounts, lower rates and no or lower policy fees; dividend potential; and excellence in claims and customer service.

WE HELP YOU REALIZE YOUR VISION.

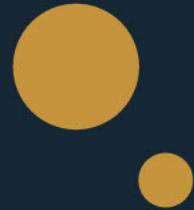
At Lument, lending
is more than a loan.



DISCOVER ALL WE CAN OFFER AT LUMENT.COM

FANNIE MAE | FREDDIE MAC | FHA | BRIDGE | MEZZANINE | PREFERRED EQUITY | M&A*

ORIX Real Estate Capital Holdings, LLC, d/b/a Lument, is a subsidiary of ORIX Corporation USA. *Securities, Investment Banking and Advisory Services provided through OREC Securities, LLC, d/b/a Lument Securities, Member FINRA/SIPC. Investment advisory services are provided by OREC Investment Management, LLC, d/b/a Lument Investment Management. OREC Investment Management is registered as an investment adviser with the U.S. Securities and Exchange Commission.



Trust is everything, and it is in everything we do.



PHARMSCRIPT



You Can Count On PharmScript

Through innovative technology, a service-oriented mindset, and rigorous quality assurance, PharmScript delivers a seamless pharmacy experience to help clients deliver patient-centered care that is efficient and cost effective.

PHARMACY LOCATIONS

Somerset, NJ	Pittsburgh, PA	Abilene, TX
Vestal, NY	Houston, TX	Lebanon, TN
Tyler, TX	Tampa, FL	Lenexa, KS
Sunrise, FL	Columbia, MD	Urbandale, IA
Columbus, OH	Livonia, MI	Macon, GA
Indianapolis, IN	Burr Ridge, IL	Morrisville, NC
Berlin, CT	Marlborough, MA	

Call us at **(888) 319-1818** or visit us at pharmscript.com to see why thousands of long-term care facilities trust PharmScript.

Business Affiliates – Associates & Friends

MatrixCare

Business Categories: Electronic Medical Records

www.matrixcare.com

● **McKesson MedicalSurgical**

Business Categories: DME Provider, Housekeeping/Laundry, Medical Supplies

www.McKesson.com

● **Medline Industries**

Business Categories: Laboratory Services, X-Ray Services

www.medline.com

Business Description: Medical supplies and equipment

● **NexDine**

Business Categories: Food Service, Housekeeping and Facilities Management

www.nexdine.com

Business Description: NexDine provides a comprehensive suite of customized dining, hospitality, and facilities management services by creating a strong community experience in Senior Living. We offer Culinary, Wellness and Facilities Management solutions for Independent Living, Assisted Living, CCRC/Life Plan Communities and Skilled Nursing Facilities creating a plan built around your residents.

Nixon Peabody LLP

Business Categories: Legal Services

www.nixonpeabody.com

Business Affiliates – Associates & Friends

One Point Partners

Business Categories: Capital Investment, Financial Services

www.onepoint-partners.com/

● **Partners Pharmacy**

Business Categories: Pharmacies

www.partnerspharmacy.com

Business Description: Partners Pharmacy, founded in 1998, serves over 45,000 residents in Skilled Nursing facilities and Assisted Living communities throughout the United States. As a leader in Long Term Care pharmacy services, we bring innovation and best in class solutions to you today, with a focus on tomorrow. Our individualized services help you to improve outcomes and reduce costs. We regard service as the defining element of our business. Come experience the difference.

People's United Bank

Business Categories: Banking Services

www.peoples.com

Performance Healthcare Services

Business Categories: Housekeeping/Laundry

www.performancehs.net

● **PharmScript**

Business Categories: Pharmacies

www.pharmscript.com

Business Description: Today, as one of the leading pharmacies, we are proud to partner with long-term and post-acute care facilities across twenty-five states, supplying medications to over 120,000 residents and patients. Delivering on our commitment to pharmacy excellence, we help our clients deliver patient-centered care that is efficient and effective.

Business Affiliates – Associates & Friends

● **PointClickCare**

Business Categories: Data Analysis, Electronic Medical Records, Information Technology, IT Software

www.pointclickcare.com

Business Description: PointClickCare Technologies Inc. empowers acute and post-acute care providers with the insights required for a fully coordinated and collaborative approach to care delivery. With access to the largest post-acute care data cloud in North America, PointClickCare partners have a full view of patient data across the care continuum to ensure optimum care and seamless transitions. Over 21,000 skilled nursing facilities, senior living communities, and home health agencies use PointClickCare today, making it the North American healthcare IT market leader for the acute and post-acute industry.

● **PowerOptions**

Business Categories: Energy Supplier

www.poweroptions.org

Business Description: PowerOptions is a nonprofit energy buying consortium that delivers cost savings and predictability to nonprofits and the public sector in Massachusetts, Connecticut and Rhode Island. With nearly 500 members, our collective strength yields optimal pricing and stability for our entire membership of organizations both large and small.

ProMedical East

Business Categories: DME Provider

www.ProMedEast.com

Business Affiliates – Associates & Friends

● **ProCare LTC Pharmacy**

Business Categories: Pharmacies

www.procareltc.com

Business Description: 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

Business Description: 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.

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

Business Affiliates – Associates & Friends

Select Rehabilitation Inc.

Business Categories: Rehabilitation Services

www.selectrehab.com

● **Shanahan Sound & Electronics, Inc**

Business Categories: A/V, Solutions

www.shanahansound.com

Business Description: Shanahan works directly with IT staff, facilities managers, architects, project managers, building committees, board members and music directors to create state-of-the-art, acoustically sound, audio and video environments.

● **Skyscape**

Business Categories: Electronic Medical Records

www.skyscape.com

Business Description: 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.

● **SMD Inc.**

Business Categories: Emergency Call Systems, Medical Supplies

www.smdinc.net

Business Description: SMD's Products Portfolio includes nurse call and wandering systems. SMD offers a software interface to create a powerful communication system that integrates nurse call with wandering resident, fire alarm and security systems. SMD also offer bathing systems, patient lifts as well as CCTV and Access Control Products.

Business Affiliates – Associates & Friends

Sodexo Seniors

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

www.us.seniors.com/seniors

● **Strategic Care Solutions, LLC**

Business Categories: Management Consultants, Marketing Consultants

www.strategiccares.com

Business Description: SCS is your one-stop solution for senior care services and management in New England. We provide progressive and effective strategic planning services to senior care organizations. Our services include financial management, clinical interventions, interim administration, revenue optimization & accounts receivable, and more. Our service areas encompass New England, including MA, RI, CT, NH, ME, NY, and NJ.

The Congress Companies

Business Categories: Contractors/Construction

www.congresscompanies.com

● **The PFM Group**

Business Categories: Financial Services

www.PFM.com

Business Description: 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.

Business Affiliates – Associates & Friends

The Whiting-Turner Contracting Company

Business Categories: Contractors/Construction

www.whiting-turner.com

● **ThriveWell Tech**

Business Categories: Information Technology

www.thrivewelltech.com

Business Description: ThriveWell Tech is a newly formed company that, for more than 20 years, has provided IT services under the banner of Asbury Integrated Technologies. But we didn't just change our name. We added a formidable management team, a forward-looking vision, and we are actively developing advanced technologies to better support the emerging needs of senior living. As ThriveWell Tech, we will continue to offer award-winning services to the senior living marketplace, helping operators with critical IT outsourcing, MSP, strategic advisory and implementation services. But we are also doing more. We are relentlessly focused on MSP 2.0, a cloud-enabled advanced platform that disrupts the senior living industry by incorporating advanced automation tools and leveraging efficient resources to create the best solution in the industry.

Trident

Business Categories: Project Manager

www.tridentgrp.com

Trinity Rehab Services

Business Categories: Rehabilitation Services

www.trinityrehabservices.com

UnitedHealthcare Community Plan

Business Categories: Health Insurance

www.uhccommunityplan.com

Business Description: Award-winning health care organization serving aging, vulnerable, and chronically ill people in Massachusetts and nationwide.

Business Affiliates – Associates & Friends

Vantage Healthcare

Business Categories:

www.myvantagehcs.com

Voice Friend

Business Categories: Communications

www.voicefriend.net

● **Wayforth**

Business Categories: Project Manager

www.wayforth.com

Business Description: 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.

Windover Construction

Business Categories: Contractors/Construction

www.windover.com

● **ZurickDavis, Inc**

Business Categories: Executive Search/Recruiting

www.zurickdavis.com

Business Description: 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.