



**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](mailto: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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(617)488-6613  
www.sallop.com

Jacquie Willett  
Jwillett@atlanticcharter.com  
(617) 488-6631  
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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.*



Sallop Insurance | [www.sallop.com](http://www.sallop.com)  
25 New Chardon Street | Boston, MA 02114 | t: 617.488.6613 | Contact: Elizabeth Finn Elder



# ATLANTIC CHARTER PROUDLY SUPPORTS

## LEADING AGE OF MASSACHUSETTS



25 New Chardon St., Boston, MA | 617.488.6500 | [www.atlanticcharter.com](http://www.atlanticcharter.com)

# Platinum Partner



Contact: Sean Morrison  
Sean.Morrison@claconnect.com  
(781) 982-1001  
[www.CLAconnect.com](http://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](http://CLAconnect.com). CLA (CliftonLarsonAllen LLP) is an independent network member of CLA Global. See [CLAGlobal.com/disclaimer](http://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 [CLAAconnect.com/balance](https://CLAAconnect.com/balance).



*We'll get you there.*

CPAs | CONSULTANTS | WEALTH ADVISORS

Sean Morrison, 781-982-1001, Quincy, MA | [CLAAconnect.com](https://CLAAconnect.com)

# Platinum Partner



Trusted partner. Proven outcomes.

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

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

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## 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](http://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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(617)778-0104

Philippe Saad

PSaad@dimellashaffer.com

(617)230-6670

### ***Business Categories***

Planning

Architecture

Interior Design

[www.dimellashaffer.com](http://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**

**Naren@hampden-park.com**

**(413)636-9616**

**[www.Hampden-park.com](http://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

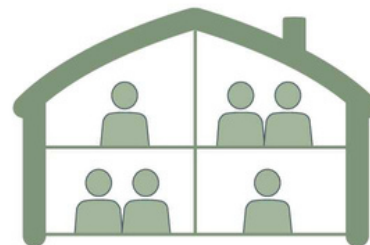
## Mission Statement

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](http://hjsims.com).





**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  
[203.418.9057](tel:203.418.9057) or [anesi@hjsims.com](mailto:anesi@hjsims.com)

Member of FINRA, SIPC



# Gold Partner



Contact: Jim MacManus, Director of Business Development

Preferred Therapy Solutions

[jmacmanus@preftherapy.com](mailto:jmacmanus@preftherapy.com)

860-549-2732

[www.preftherapy.com](http://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**

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Jim MacManus  
Director of Business Development  
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860-549-2732

#itsallaboutthepatient  
[www.preftherapy.com](http://www.preftherapy.com)



# Business Affiliates - Friends

## **4M Healthcare**

Business Categories: Housekeeping/Laundry

[www.4-m.com](http://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](http://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](http://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](http://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](http://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](http://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](http://www.cefloyd.com)

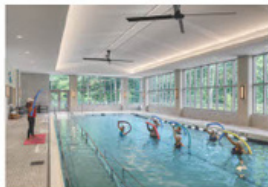
Repositioning your community? Ambitious ideas for your campus? Looking for new programming opportunities? Let's build your vision together. C.E. Floyd is a construction and planning firm in Bedford, MA and Middletown, CT. We've completed roughly 120 projects on more than 60 senior living campuses including 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](http://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](http://www.cefloyd.com)



# Business Affiliates - Friends

## **Cove Risk Services, LLC**

Business Categories: Insurance

[www.coverisk.com](http://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](http://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](http://connectrn.com/partners)





# Business Affiliates - Friends

## **EGA, P.C.**

Business Categories: Architects

[www.ega.net](http://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](http://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](http://www.efseniorcare.com)



The advertisement graphic for EF Senior Care features a white background with a green border. On the left, the EF Senior Care logo is displayed above a paragraph of text. To the right of the text are four green rectangular boxes, each containing a service category. At the bottom, a dark grey bar contains the website and phone number. Decorative green leaf-like lines are drawn around the text and boxes.

**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](http://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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SVP, Group Director - Deposits  
617-838-9975  
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**Ryan Zyskowski**  
VP, Associate Group Director  
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[ryan.zyskowski@flagstar.com](mailto:ryan.zyskowski@flagstar.com)



COMMERCIAL &  
PRIVATE BANKING

[flagstar.com](http://flagstar.com) | Member FDIC | Equal Housing Lender 



# Business Affiliates - Friends

## **Fully Managed**

Business Categories: Information Technology

[www.fullymanaged.com/solutions/senior-care/](http://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](http://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](http://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/](http://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.]



# Business Affiliates - Friends

## **Legacy Lifecare Consulting**

Business Categories: Management Consultants

[www.legacylifecare.org](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://pointclickcare.com).



# Business Affiliates - Friends

## **PowerOptions**

Business Categories: Energy Supplier

[www.poweroptions.org](http://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](http://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](http://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](http://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](http://www.servicemaster.com)

Emergency Disaster Restoration Services

## **ShiftMed**

Business Categories: Workforce Development

[www.shiftmed.com](http://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](http://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



**Sentenia  
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Technology for Healthcare

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# Business Affiliates - Friends

## **SMD Inc.**

Business Categories: Emergency Call Systems, Equipment, Other

[www.smdinc.net](http://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](http://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](http://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](http://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](http://www.ballcg.com)

## **Bank of America**

Business Categories: Banking

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

## **BerryDunn**

Business Categories: Financial Services

[www.berrydunn.com](http://www.berrydunn.com)

## **CapTel Outreach**

Business Categories: Audio/Video

[www.oeius.org](http://www.oeius.org)

## **Casper Cremation & Funeral Services**

Business Categories: Funeral & Cremation Services

[www.casperfuneralservices.com](http://www.casperfuneralservices.com)

## **CNA Insurance**

Business Categories: Insurance

[www.cna.com](http://www.cna.com)

## **The Congress Companies**

Business Categories: Contractors/Construction

[www.congresscompanies.com](http://www.congresscompanies.com)

## **Connor LTC Consulting**

Business Categories: Management Consultants

[www.connorltcconsulting.com](http://www.connorltcconsulting.com)





# Business Affiliates - Associates

## **Continuing Care Management**

Business Categories: Development, Management, Marketing Consultants

[www.salmonhealth.com](http://www.salmonhealth.com)

## **Creating Results, LLC - Strategic Marketing**

Business Categories: Marketing Consultants, Strategic Communications

[www.creatingresults.com](http://www.creatingresults.com)

## **Daniels Equipment Company**

Business Categories: Equipment, Housekeeping/Laundry, Laundry Equipment

[www.danielsequipment.com](http://www.danielsequipment.com)

## **Erland Construction**

Business Categories: Contractors/Construction

[www.erland.com](http://www.erland.com)

## **Glendale Dining Services**

Business Categories: Food Service

[www.glendalediningservices.com](http://www.glendalediningservices.com)

## **Harmony Healthcare International (HHI)**

Business Categories: Compliance, Rehabilitation Services

[www.harmony-healthcare.com](http://www.harmony-healthcare.com)

## **Heart to Home Meals**

Business Categories: Food Service

[www.HeartToHomeMeals.com](http://www.HeartToHomeMeals.com)



# Business Affiliates - Associates

## **J Fish Fitness for Seniors**

Business Categories: Falls Prevention, Fitness

[www.jfishfitness.net](http://www.jfishfitness.net)

## **JSA Inc.**

Business Categories: Architects

[www.jsainc.com](http://www.jsainc.com)

## **KARE**

Business Categories: Staffing, Recruitment

[www.doyoukare.com](http://www.doyoukare.com)

## **Lavallee Brensinger Architects**

Business Categories: Architects

[www.lbpa.com](http://www.lbpa.com)

## **LWDA Design**

Business Categories: Architects, Designers, Landscape Design

[www.lwda.com](http://www.lwda.com)

## **Marcum LLP**

Business Categories: Accountants

[www.marcumllp.com](http://www.marcumllp.com)

## **MatrixCare**

Business Categories: Electronic Medical Records

[www.matrixcare.com](http://www.matrixcare.com)



# Business Affiliates -Associates

## **MedWiz Pharmacy**

Business Categories: Pharmacies

[www.medwizrx.com](http://www.medwizrx.com)

## **Neurocrine Biosciences**

Business Categories: Medical Supplies

[www.neurocrine.com](http://www.neurocrine.com)

## **One Point Partners**

Business Categories: Capital Investments, Financial Services

[www.onepoint-partners.com](http://www.onepoint-partners.com)

## **Performance Healthcare Services**

Business Categories: Housekeeping/Laundry

[www.performancehs.net](http://www.performancehs.net)

## **RPA, a JENSEN HUGHES Company**

Business Categories: Compliance, Emergency Preparedness

[www.phillipsllc.com](http://www.phillipsllc.com)

## **Sannella & Associates Not-For-Profit Business Solutions**

Business Categories: Management Consultants

[www.nfpcfo.com](http://www.nfpcfo.com)

## **Sodexo Seniors**

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

[www.us.seniors.com/seniors](http://www.us.seniors.com/seniors)





# Business Affiliates - Associates

## **Synchrony Health Services**

Business Categories: Laboratory Services, Pharmacies, Rehabilitation Services

[www.synchronyhs.com](http://www.synchronyhs.com)

## **Trident**

Business Categories: Project Manager

[www.tridentgrp.com](http://www.tridentgrp.com)

## **Trinity Rehab Services**

Business Categories: Rehabilitation Services

[www.trinityrehabservices.com](http://www.trinityrehabservices.com)

## **Vantage Healthcare**

Business Categories:

[www.myvantagehcs.com](http://www.myvantagehcs.com)

## **The Whiting-Turner Contracting Company**

Business Categories: Contractors/Construction

[www.whiting-turner.com](http://www.whiting-turner.com)

## **Windover Construction**

Business Categories: Contractors/Construction

[www.windover.com](http://www.windover.com)

## **Woodmark Pharmacy**

Business Categories: Pharmacy

[www.woodmarkpharmacy.com](http://www.woodmarkpharmacy.com)

