



2021
Business Affiliate
Guide



LeadingAge MA proudly serves over 200 nonprofit aging services providers across the continuum of care in the Commonwealth. An integral part of that support is partnering with businesses that are committed to offering products and services that will enhance the work you do every day.

This guide is meant to be a resource to our members, to be referenced whenever the need arises. We encourage you to use the search function in your PDF reader to find the companies that best match your needs.

Not finding what you are looking for? Please let us know! We are happy to work with providers to find the most innovative solutions out there.

Platinum Partner



Business Categories

Accountants

Financial Services

Contact: Evan Marleaux

Evan.Marleaux@claconnect.com

617-984-8100

www.CLAconnect.com

CLA helps senior living providers, home health agencies, hospices and other related enterprises, as well as the owners and executives who lead them, address the significant issues that matter to their business. From more than 120 [locations](#) across the United States, our professionals dedicate their time to understanding and addressing the issues facing the field of health care. We do this by delivering the professional services of our three integrated but distinct business lines of wealth advisory, outsourcing and consulting/public accounting.

Utilizing the broad professional services capabilities of our firm and tailored to the needs of senior living providers, CLA offers an array of service capabilities: wealth advisory, outsourcing, information security, HIPAA compliance, benchmarking, market research, operations assessment and performance improvement, strategic capital planning, mergers and acquisitions, due diligence, valuation, reimbursement, audit, tax and more.

CLA exists to create opportunities for our clients, our people, and our communities through our industry-focused advisory, outsourcing, audit, tax and consulting services.

Platinum Partner

Business Categories
Financial Services



Ziegler

CAPITAL :: INVESTMENTS :: ADVICE

Contact: Keith Robertson
krobertson@ziegler.com
(212)284-5406
www.ziegler.com

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

Gold Partners



HAMPDEN PARK
Capital & Consulting

Business Categories
Banking Services
Capital Investments
Financial Services

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

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

Business Categories
Banking Services
Capital Investments
Financial Services



FINANCED RIGHT®

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.

Gold Partners

**DIMELLA
SHAFFER**

Business Categories

Architects
Designers

Contact: Philippe Saad

PSaad@dimellashaffer.com

(617)426-5004

www.dimellashaffer.com

DiMella Shaffer is a privately-owned, Boston-based architecture and design firm specializing in creating innovative and inspiring designs for residential, institutional and commercial environments. Recognized by ARCHITECT magazine as one of the "Top 50 Firms in Sustainability," DiMella Shaffer prides itself on caring deeply, designing passionately, listening energetically, and partnering creatively to find elegant solutions to complex challenges.

Contact: Matt Nash
Vice President of Strategy
and Business Development
Preferred Therapy Solutions
mnash@preftherapy.com
860-610-0400 x311
www.preftherapy.com

Business Categories

Rehabilitation
Services



They are a rehabilitation management company that provides affordable full service, in-house management and rehab consulting services to skilled nursing facilities. Their values are centered around Compliance, Education and Cost Saving principals.

Gold Partners



SALLOP

Business Categories

Insurance

Risk Mitigation

Contact: Liz Finn-Elder

efinnelder@sallop.com

(617)488-6600

www.sallop.com

Insurance Brokerage ■ Risk Mitigation ■ Special Risks

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.

Friends & Associates

● *Indicates LeadingAge MA Business Affiliates that support LeadingAge MA at the Friend Level*

AAFCPAs

Business Categories: Accountants

www.aafcpa.com

● **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.

● **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: Communications||Marketing Consultants||Public Relations||Strategic Communications

www.ballcg.com

Barrett & Singal, PC

Business Categories: Legal Services

www.barrettsignal.com

BDO USA, LLP

Business Categories: Accountants||Financial Services

www.fdcpa.com

BerryDunn

Business Categories: Medical Supplies

www.berrydunn.com

● **Blum Shapiro & Company, PC**

Business Categories: Accountants, CPA, Financial Services

www.blumshapiro.com

Business Description: BlumShapiro is the largest regional business advisory firm based in New England providing accounting, tax and business consulting services with offices in Connecticut, Massachusetts and Rhode Island. With a wealth of experience, insight, customized client service and technical support, our professionals bring detailed knowledge of the emerging healthcare business model. We understand your challenges – declining contributions, changing compliance requirements, government regulations and accountancy standards. We will provide you with a holistic view and the services you need which will lead to effective solutions that align with your business objectives. Their local office is: 2 Battery-march Park, 1 Pine Hill Drive- Suite 301, Quincy, MA. (781) 982-1001.

● **Boston Textile Co., Inc.**

Business Categories: Supply Distributor

www.bostontextile.com

Business Description: Distribution of institutional linens

● **C.E. Floyd Company**

Business Categories: Contractors/Construction

www.cefloyd.com

Business Description: Construction, Design/Build and Construction Management Services for both renovations and new construction in the New England region. Considered a leader in senior housing construction, we are an open shop contractor with a staff portfolio of over 49 facilities, 4,378 residential units, 782 private health center beds and over 6.19 million square feet of space.

CaregiverHomes, Inc

Business Categories: Homecare Services

www.caregiverhomes.com

Casper Cremation & Funeral Services

Business Categories: Funeral & Cremation Services

www.casperfuneralservices.com

Continuing Care Management

Business Categories: Development, Management, Marketing Consultants

www.salmonhealth.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

Custom Computer Specialists

Business Categories: Information Technology

www.customtech.com

Cutler Associates

Business Categories: Contractors/Construction

www.cutlerdb.com

Business Description: Cutler is a value-added facility solutions provider offering planning, architecture and construction services throughout the east coast, from offices in Massachusetts, Pennsylvania and Florida. We've been working for senior living clients for over 40 years, completing more than 60 projects across the care continuum. Our highly experienced project teams have an in-depth understanding of the challenges, opportunities, and trends associated with these communities.

Daniels Equipment Company

Business Categories: Equipment||Housekeeping/Laundry||Laundry Equipment

www.danielsequipment.com

DiMella Shaffer

Business Categories: Architects, Planners, Designers

www.dimellashaffer.com

Business Description: DiMella Shaffer is a Boston based architecture, planning and interior design firm specializing in all types of senior housing and supportive housing including life plan communities, affordable housing, assisted living, skilled nursing, and memory care. Our collaborative and inclusive design approach internally and externally with clients, has led to highly innovative and sustainable projects that meet the changing needs of seniors in Massachusetts and nationally.

EGA, PC

Business Categories: Architects

www.ega.net

Eisenstein Flaherty & Associates

Business Categories: Management Consultants

www.eisensteinflaherty.com

Enos Home Oxygen & Medical Supply

Business Categories: DME Provider||Oxygen/Respiratory

www.enoshomemedical.com

Erland Construction

Business Categories: Contractors/Construction

www.erland.com

Fully Managed (formerly CareWorx)

Business Categories: Information Technology

www.careworx.com

Business Description: CareWorx Fully Managed is a market-leading provider of complete technology solutions for senior care communities. We specialize in helping customers assess their existing infrastructure, deploy new IT solutions

and manage technology on an ongoing basis so they can focus on what matters most, providing care. Our services include technology assessments and strategy development, wireless solutions, hardware/mobile devices, 24x7 IT helpdesk support, security solutions and a range of managed IT services. CareWorx Fully Managed has been serving the IT needs of senior care for 16+ years.

● **Fusion Rehabilitation Services**

Business Categories: Rehabilitation Services

www.fusionrehabservices.com

Business Description: Fusion Rehab Services specializes in providing the highest standard of physical therapy, occupational therapy and speech language therapy services in Connecticut, Massachusetts and Rhode Island.

● **Geriatric Medical & Surgical Supply**

Business Categories: Equipment

www.geriatricmedical.com

Business Description: Distributor of medical and surgical supplies, durable medical equipment, paper-janitorial supplies, food, supplements, and more

Glendale Senior Dining

Business Categories: Food Service

www.GlendaleSeniorDining.com

Habilitation Assistance Corporation

Business Categories: Case Management||Homecare Services||Transportation

www.habilitationassistance.com

Healthcare Services Group, Inc.

Business Categories: Food Service||Housekeeping/Laundry

www.hcsgcorp.com

HealthPRO Heritage

Business Categories: Rehabilitation Services

www.healthpro-heritage.com

Heritage Healthcare Services

Business Categories: Housekeeping/Laundry

www.heritagehealthcare.com

Business Description: Heritage is a leading provider of housekeeping & laundry management services for senior living. Founder-owned and operated, Heritage combines personal integrity with over 30 years of industry experience to provide flexible solutions that complement the needs and culture of senior living communities. We offer tailored services including Systems Setup & Implementation, District Manager Support, On-Site Managers and Fully Outsourced Programs. Heritage delivers through exceptional staff management, ongoing training and superior infection control systems.

Hinckley Allen

Business Categories: Legal Services

www.hinckleyallen.com

Hirsch Roberts Weinstein

Business Categories: Legal Services

www.hrwlawyers.com

Business Description: Hirsch Roberts Weinstein is a management-side labor, employment and litigation firm located in downtown Boston. With more than 15 experienced attorneys, and a focus on the non-profit health care and human services industry, we help LeadingAge members meet their human resources challenges.

It's Never 2 Late

Business Categories: Technological Solutions

www.in2l.com

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

● **Lument (formerly Lancaster Pollard)**

Business Categories: Banking Services, Capital Investments, Financial Services

www.lument.com

Business Description: They help healthcare, senior living and affordable housing organizations expand and improve their services by providing a full range of investment banking, financial advisory, mortgage banking and investment advisory solutions.

● **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 head-quartered commercial bank holding companies. Among their specialized areas are healthcare and not-for-profit organizations.

● **Marcum LLP**

Business Categories: Accountants

www.marcumllp.com

Business Description: Marcum LLP is one of the largest independent public accounting and advisory services firms in the nation, with offices in major business markets throughout the U.S., Grand Cayman and China. Headquartered in New York City, Marcum provides a full spectrum of traditional tax, accounting and assurance services; advisory, valuation and litigation support; and an extensive range of specialty and niche industry practices.

● **Massachusetts Care Self-Insurance Group**

Business Categories: Insurance

www.coverisk.com

Business Description: 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.

● **MatrixCare**

Business Categories: Electronic Medical Records

www.matrixcare.com

Business Description: Offering a complete and fully integrated set of features to address the clinical and back office needs of facilities-based care settings and home care, home health, and hospice organizations, MatrixCare helps providers realize better health outcomes and successfully manage risk in out-of-hospital care delivery. MatrixCare is trusted by more than 15,000 long-term, post-acute care (LTPAC) organizations across senior living, skilled nursing, life plan communities, accountable care organizations, home health, home care, and hospice, helping them connect and collaborate to keep America's seniors healthy in the home or care setting of their choice.

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

● **MMDS /Onsite Imaging & Lab Services**

Business Categories: Equipment, Medical Supplies

www.mmdsboston.com

Business Description: MMDS delivers efficient, cost effective, bed-side diagnostics 24 hours a day. Studies include (but are not limited to): X-Ray, Ultrasound, EKG, Holter Monitor, Pulmonary Function Testing, and Bone Densitometry.

● **MobilexUSA**

Business Categories: Clinical Services, Laboratory Services, X-Ray Services

www.mobilexusa.com

Business Description: They provide comprehensive mobile X-Ray, EKG, Cardiac Monitoring, Ultrasound, and Medical Laboratory diagnostic services.

Nixon Peabody LLP

Business Categories: Legal Services

www.nixonpeabody.com

One Point Partners

Business Categories: Capital Investments||Financial Services

www.skadvisors.net

● **Partners Pharmacy**

Business Categories: Pharmacies

www.partnerspharmacy.com

Business Description: Leading provider of long term care pharmacy services.

People's United Bank

Business Categories: Banking Services

www.peoplesunitedback.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-three states, supplying medications to over 100,000 residents and patients.

Delivering on our commitment to pharmacy excellence, we help our clients deliver patient-centered care that is efficient and effective.

Planet Satellite

Business Categories: Audio/Video

www.planetsatellite.com

● **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.

Preferred Pharmacy Solutions

Business Categories: Pharmacies

www.Rx-pps.com

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.

ProCare, Inc

Business Categories: Bed Bug Remediation||Disaster Restoration||Mold Remediation

www.pro-careinc.com

RehabCare

Business Categories: Rehabilitation Services

www.rehabcare.com

Reliant Rehab

Business Categories: Rehabilitation Services

www.reliant-rehab.com

Business Description: Reliant Rehabilitation helps providers and patients nationwide. We invest in clinical education and programs to ensure the highest level of clinical care, outcomes and compliance. With our national footprint we proudly partner with over 1000 skilled nursing facilities, encountering 40,000 patients per day, with our 10,000 licensed therapists. Our mission is serving and upholding your mission, so whether you are a stand-alone facility, have multiple local facilities, or a part of a regional or national non-profit system, Reliant Rehabilitation offers a therapy program that is tailored to your needs and those of your patients

Key Programs:

- A Year of Wellness Program
- Care+ Program
- Dancing with the Seniors

RPA, a JENSEN HUGHES Company

Business Categories: Compliance||Emergency Preparedness

www.phillipsllc.com

RSM

Business Categories: Accountants, Financial Services

www.rsmus.com

Business Description: Specializing in audits for nonprofits involved in healthcare, human services, education, and other fields

Sannella & Associates Not-For-Profit Business Solutions

Business Categories: Management Consultants

www.nfpcfo.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.

Select Rehabilitation Inc.

Business Categories: Rehabilitation Services

www.selectrehab.com

SMD Inc.

Business Categories: Emergency Call Systems||Medical Supplies

www.smdinc.net

Sodexo Senior Living

Business Categories: Food Service||Management Consultants

www.sodexousa.com

 **Strategic Care Solutions, LLC**

Business Categories: Management Consultants, Marketing Consultants

www.strategiccares.com

Business Description: Providing full range of customer consulting services to nonprofit senior care organizations, specializing in creating the best outcomes in terms of quality of care and financial performance for clients

Symbria

Business Categories: Rehabilitation Services

www.symbria.com

Sysco Boston LLC

Business Categories: Food Service

www.syscobostonllc.com

The Congress Companies

Business Categories: Construction Strategy, Management, Design/Build, and Development

www.congresscompanies.com

● **The Norfolk Companies**

Business Categories: Contractors/Construction

www.thenorfolkcompanies.com

Business Description: Residential kitchen and bathroom cabinet and countertop supply and renovation

● **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.

The Whiting-Turner Contracting Company

Business Categories: Contractors/Construction

www.whiting-turner.com

Trident

Business Categories: Project Manager

www.tridentgrp.com

Tsomides Associates Architects Planners/TAAP

Business Categories: Architects

www.tsomides.com

● **Unidine Corporation**

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.

● **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

Voice Friend

Business Categories: Communications

www.voicefriendnet

● **Wayforth**

Business Categories: Project Manager

www.wayforth.com

Business Description: Wayforth works with individuals and communities, specializing in home transition solutions (moving, downsizing, preparing for sale, etc.)

● **Windover**

Business Categories: Contractors/Construction

www.windover.com

Business Description: Windover supports senior independent and assisted living facility owners, operators, and administrators by building facilities that enable world-class care and quality of life. With expertise in construction management, design-build, project development, and virtual design and construction services, we deliver dignified spaces to ease life's transitions. As a 100% employee-owned firm, Windover is differentiated by its people and focused on providing exceptional experiences for clients and all team partners from project inception to completion.

● **Woodmark Pharmacy**

Business Categories: Pharmacies

www.woodmarkpharmacy.com

Business Description: Established in 1993, Woodmark Pharmacy is a premier institutional pharmacy with corporate offices in New York, Massachusetts and Connecticut. Woodmark extends its coverage through these states to the entire northeastern U.S., including Rhode Island, New Hampshire, Maine and Connecticut. With a steadfast dedication to customer support, Woodmark prides itself on delivering custom pharmacy programs that integrate the latest technologies and detailed reporting so customers can make strategic business decisions with the help of our clinical, customer service and pharmaceutical teams.

 **ZurickDavis, Inc**

Business Categories: Executive Search/Recruiting

www.zurickdavis.com

Business Description: ZurickDavis helps senior care organizations prepare for leadership succession (perhaps when retirement is upcoming), locate and attract a top-notch "off-the-market" leader, manage organizational growth, bring in new or specialized expertise, and ensure an excellent fit with your unique organizational culture.