



2024-2025

Business Affiliate Guide

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

A decorative graphic consisting of numerous teal lines radiating from the bottom left corner, mirroring the design element in the top right.

Letter from our President



Dear Reader,

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

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

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

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

SUGGESTED SEARCH TERMS

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



Platinum Partners



ATLANTIC CHARTER
INSURANCE COMPANY



SALLOP

Insurance Brokerage ■ Risk Mitigation ■ Special Risks

Contact: Liz Finn-Elder
efinnelder@sallop.com
(617)488-6613
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.





Insurance Brokerage ■ Risk Mitigation ■ Special Risks

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

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

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

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



ATLANTIC CHARTER PROUDLY SUPPORTS

LEADING AGE OF MASSACHUSETTS



ATLANTIC CHARTER
INSURANCE COMPANY

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

Platinum Partner



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

Business Categories

Accountants
Financial Services

CLA exists to create opportunities for our clients, our people, and our communities through industry-focused wealth advisory, digital, audit, tax, consulting, and outsourcing services. With nearly 9,000 people, more than 130 U.S. locations, and a global vision, we promise to know you and help you. For more information, visit CLAconnect.com. CLA (CliftonLarsonAllen LLP) is an independent network member of CLA Global. See CLAglobal.com/disclaimer. Investment advisory services are offered through CliftonLarsonAllen Wealth Advisors, LLC, an SEC-registered investment advisor.



MISSION. MARGIN.

It takes balance.TM

You ride the line between solving today's challenges and planning for what's next. At CLA we bring balance to business to create opportunities now and for the future.



We'll get you there.

CPAs | CONSULTANTS | WEALTH ADVISORS

Sean Morrison, 781-982-1001, Quincy, MA

CLAconnect.com

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 generates ease, efficiency and coordination. We provide innovative ways to keep those you serve healthier and independent longer. Our exceptional combination of business acumen and passion for people is why we stay nimble, responsive and connected to what you need.

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



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

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

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

Symbria[®]

Trusted partner. Proven outcomes.

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

Platinum Partner



Ziegler

CAPITAL :: INVESTMENTS :: ADVICE

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

Business Categories

Financial Services

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





ZIEGLER SENIOR LIVING FINANCE

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



Investment Banking



Seed Capital



Financial Risk Management



FHA/HUD Mortgage Banking



Dispositions, Mergers & Acquisitions



Capital & Strategic Planning



Sponsorship Transitions



Research, Education & Thought Leadership

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Managing Director
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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

Borislow

INSURANCE

Contact: Kirsti Karpawich
kkarpawich@borislow.com
603-672-3124
www.borislow.com

Business Categories:
Insurance

Since our founding in 1982, we have been privileged to work with many of the finest employers, nonprofits, municipalities and charitable organizations to help craft unique benefit solutions for each group's unique needs. Over the years, the employee benefits world has undergone significant change, but the overriding concern of our clients has not: provide world-class benefits that attract and retain employees while taking advantage of innovations in the marketplace. One of the principles on which Borislow was founded was the concept of giving back to and touching the lives of those in our community. We believe that serving is an integral part of the Borislow DNA. Creating Solutions. Delivering Outcomes.



CHARTING SUCCESS TOGETHER



Why Choose Borislow Insurance?

Borislow Insurance provides affordable, high-quality benefits solutions that will deliver real value to your organization. Our client-centric customer service approach sets us apart from our competitors – let our expert team create customized plans to meet your unique needs.

Your Partners in Success

At Borislow, we are more than just a benefits provider. We are your partners in success, dedicated to delivering tailored solutions and outstanding outcomes. Join us in creating a brighter future for your employees and your organization.

- ✓ **Innovative Market Strategies:** Utilizing the latest trends and technologies.
- ✓ **Proven Track Record:** Over 40 years of industry success.
- ✓ **Client-Centric Approach:** Personalized and dedicated account management.

Your 360° Vision

is at the center of
everything we do!



Proven Experience

Borislow Insurance celebrates over 40 years of industry success.



Flexible Funding Solutions

Expertise in flexible funding solutions including self-funding, level-funding, and captive arrangements.



Dedication to Client Success

Dedication and commitment to every client's vision of success.



Retirement and Medicare

Specialized Retirement Planning and Medicare solutions.



Ongoing Support

Dedicated consultants providing ongoing support and guidance.

Learn More

Kirsti Karpawich
Vice President
kkarpawich@borislow.com
603-672-3124



Gold Partner



Contact: Garth Johnson
gjohnson@cefloyd.com
508-797-8155
<https://cefloyd.com/>

Business Categories:

Contractors/Construction

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 Concord, MA and Middletown, CT.

We've completed roughly 120 projects on more than 60 senior living campuses including most recently at:

- Carleton-Willard Village
- Fox Hill Village
- Loomis Village
- Applewood
- Brooksby Village

We have work in progress at:

- Lasell Village
- Nichols Village
- North Hill
- The Commons at Lincoln
- South Cove Manor
- 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.





MAKE EVERY NUMBER COUNT

We care about the numbers and not just the numbers that define the budget and the timeline, but the numbers that count for the people, the project and the planet. Like receiving a 93% client repeat & referral rate and scoring 9.1 out of 10 in client satisfaction. **Because when we care about the numbers, we can help build a better future we can all count on.**

A large, white, sans-serif '93%' is centered over a photograph of a modern dining room. The background shows several people seated at tables, eating and talking. The room has a stone fireplace on the left, large windows, and a kitchen area in the background with a chef working.The words 'REFERRAL RATE' are written in a large, white, sans-serif font, centered over the same dining room photograph as the percentage above.

WWW.CEFLOYD.COM

Concord, MA Middletown, CT

Garth Johnson
508-797-8155

LeadingAge MA Gold Sponsor

Certified



Corporation

This company is committed to accountability, transparency, and continuous improvement.

Gold Partner

DIMELLA SHAFFER

Contacts:

Diane Dooley

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(617)778-0104

Philippe Saad

PSaad@dimellashaffer.com

(617)230-6670

Business Categories

Planning

Architecture

Interior Design

www.dimellashaffer.com

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

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

As your design partner, we will:

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

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





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



**DIMELLA
SHAFFER**

PLANNING ARCHITECTURE INTERIOR DESIGN

Gold Partner

Business Categories

Banking Services
Capital Investments
Financial Services



Contact: Naren Dhamodharan
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.





HAMPDEN PARK

Capital & Consulting

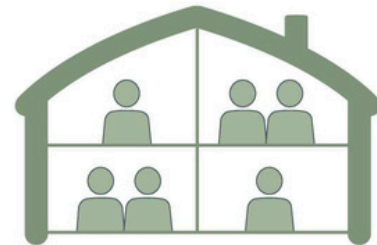
Mission Statement

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



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



CELEBRATING 20^{YEARS}

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 include:

Full Service | In-house Management | Consulting | Education

LEADINGAGE
MASSACHUSETTS
GOLD BUSINESS
PARTNERS

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

#itsallaboutthepatient
www.preftherapy.com

Business Affiliates - Friends

4M Healthcare

Business Categories: Housekeeping/Laundry

www.4-m.com

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

Alliance Health Management Services

Business Categories: Management Consultants

www.alliancehhs.org/Alliance-Management-Services

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



A Alliance
Health Management Services

Transform Your Skilled Health Care Community with our
Expert Health Consulting and Management Services

Non-Profit 501(c)3

What Sets Us Apart...

We are a dedicated non-profit organization specializing in providing comprehensive Health Management Services to Skilled Nursing Facilities. Our mission is to enhance the quality of care and operational efficiency within your facility through our experienced and multifaceted team.

We offer:

- **Operational Management:** Streamline your daily operations with our proven strategies to increase efficiency and improve resident outcomes.
- **Clinical Regulatory Compliance:** Stay ahead of Surveys, regulatory changes and ensure compliance with our expert guidance and support.
- **Financial Management:** Optimize your financial performance with our tailored financial strategies and insights.
- **Tailored Solutions:** We understand that every organization has unique needs. Our services are customized to fit your specific requirements, ensuring the best outcomes.
- **Crisis Management:** Need immediate assistance? Our team is ready to provide short-term crisis management to stabilize and support your facility in times of need.

Contact Us
Carly Ring
Director of Marketing & Sales
Alliance Health Management Services
(203) 804-8919
CRing@AllianceHMS.org

Ready to learn more? Head to alliancehhs.org



Business Affiliates - Friends

Amenta Emma Architects

Business Categories: Architects

www.amentaemma.com

Our mission is to make positive impacts through inspired design with exceptional people. Amenta Emma's senior living practice is focused on innovation and a commonsense approach; acutely aware of the power of architecture and interior design to transform the experience for older adults and their caregivers. We have designed independent living apartments, cottage neighborhoods, memory units for individuals with dementia, and skilled nursing units, and we have helped new communities with Master Plans for an integrated campus and existing communities rethink, refresh and realize their greatest potential.

Boston Textile Co., Inc.

Business Categories: Housekeeping/Laundry

www.bostontextile.com

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

Cinematic Health

Business Categories: Employee Training

www.cinematichealtheducation.com

Cinematic Health was founded to address the critical training needs of patient facing roles that are dependent on acquiring the soft skills in order to be successful. The question Cinematic Health set out to answer was how can technology be utilized to train students holistically, teaching the content and the soft skills needed to be successful in their positions.

Through the development of a unique online, story-based approach, Cinematic Health addresses the training and employment challenges associated with this exploding market, teaching the content as well as the soft skills like relationship development, empathy and compassion.



Business Affiliates - Friends

Cove Risk Services, LLC

Business Categories: Insurance

www.coverisk.com

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

DAS Health

Business Categories: Information Technology

www.DAShealth.com

DAS Health has been a trusted provider of Health IT and business solutions since 2003, serving senior care providers, independent and enterprise physician groups, and healthcare systems across North America. With over 20 years of experience, we understand the unique needs of senior care providers, offering tailored IT managed services including 24/7 service desk support, cloud migration, endpoint and network management, identity and access management, custom integrations, cybersecurity solutions, and EHR and IT consulting. Let us handle your technology and business needs while you focus on delivering exceptional care for your residents.

EF Senior Care

Business Categories: Clinical Services, Financial Services, Information Technology, Management Consultants, Organizational Training, Quality Improvement

www.efseniorcare.com

EF Senior Care's professionals advise, manage and operate senior care facilities across Massachusetts. We've helped 125+ facilities with clinical, operational, and business office support including executive staffing, infection control, survey prep/POCs, MDS reimbursement, technology implementation, and more.



Business Affiliates - Friends



Putting *care* first in everything we do.

EF Senior Care supports Non-Profit Skilled Nursing and Senior Living facilities across Massachusetts with:

- Clinical and Operations Consulting
- Board Support and Strategic Planning
- Executive Recruiting and Staff Training
- Marketing and Census Development
- Business Office Services
- Technology Implementation



Learn More

(617) 702-2644

EFSeniorCare.com

15 Richards Rd, Plymouth MA 02360

everon™

Powered by Experience. Driven by Excellence.™

Healthcare Challenges & Solutions

www.everonsolutions.com 774-265-9216

Challenges

Life Safety

- Patient Assistance/Safety
- Improved HCAHPS Scores
- Reduced Steps/Right Assignment
- Workflows/Improved Outcomes
- Protecting Most Vulnerable Patients

Secure Facilities/People

- Secured Access
- Safety/Fraud Issues
- Patient/Visitor Safety
- Identity Theft
- Vandalism/Vagrancy
- Workplace Violence/Crisis Management



Solutions

Life Safety

- Nurse Call
 - **Ascom** - Nurse Call, E-Call & Phones
 - **TekTone** - Nurse Call/Elite Partner
- Wander Management
 - **Secure Care**
 - **Accutech**
- Fall Detection - **NEW-No Cameras**

Security

- Access Control
- Video Surveillance & Intrusion Detection
- **Weapons Detection - NEW**
- **Gunshot Detection**
- 24/7/365 - UL Listed Video Monitoring
- Intercom Solutions
- Building Entry Systems
- Total Pharmacy Protection
- Pneumatic Tube Systems
- Panic/Duress Buttons
- Emergency Lighting
- **Mass Notification/ Emergency Communications/BDA**



Business Affiliates - Friends

EGA Architect, P.C.

Business Categories: Architects

www.ega.net

EGA is an architectural design and planning firm that designed its first retirement community over 49 years ago. EGA's primary practice is the design of award-winning senior living environments. The firm has completed over 120 projects for the elderly. EGA has developed prototypes for a number of large companies and has also done work with non-profit organizations. EGA is located in Newburyport on the North Shore of Massachusetts.

Everon

Business Categories: Emergency Call Systems

www.adt.com

ADT Commercial 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.

The advertisement for Sentenia Systems Inc. is divided into several sections. At the top left is the company logo, which consists of a stylized globe with two curved lines around it, followed by the text "Sentenia Systems Inc." and "Technology for Healthcare" below it. To the right of the logo is a photograph of a man and a woman in a professional setting, looking at a laptop. Below the logo and photo is a large teal box with white text that reads "WE PROVIDE THE BEST HEALTHCARE TECHNOLOGY SOLUTIONS". Underneath this box, a list of services is provided: "NURSE CALL - WANDER MANAGEMENT", "FALL DETECTION AND PREVENTION", "MAGLOCKS - ACCESS CONTROL", "PHONE SYSTEMS", and "WIRED AND WIRELESS NETWORK INFRASTRUCTURE". To the right of the teal box is a photograph of an elderly woman sitting in a chair, smiling, with a framed picture on the wall behind her. At the bottom of the advertisement is a dark grey bar with three icons: a hand holding a phone, an envelope, and a globe. Below each icon is the corresponding contact information: "978-536-4499", "info@sentenia.net", and "www.sentenia.net".



Business Affiliates - Friends

Flagstar Bank

Business Category: Banking Services

www.flagstar.com

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



Working together to change lives

In a constantly changing industry, you need a strong, stable partner you can rely on. Flagstar's Healthcare Banking and 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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Ryan Zyskowski
VP, Associate Group Director
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Let's align the stars.
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Business Affiliates - Friends

Geriatric Medical & Surgical Supply

Business Categories: Medical Supplies

www.geriatricmedical.com

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

HealthPRO Heritage

Business Categories: Rehabilitation Services

www.healthpro-heritage.com

HealthPRO-Heritage® is a national healthcare solutions firm spanning the continuum of care. A growing clinical strategies consulting practice compliments the core compliance and rehab services for senior care and home health providers, allowing the Company to effectively address market opportunities and shape care on multiple levels.

We are best known for working with our partnering organizations to drive program performance across all metrics, and in creating clinical programs that meet the needs of referral sources, payers, and conveners.

Currently operating in 33+ states and at more than 1500 sites, HealthPRO Heritage continues to evolve services in response to the changing requirements of the markets we serve and Federal initiatives to drive value-based care. Deep experience in care redesign across the care continuum, coupled with a sophisticated technology platform, enables the Company to support clients with critical marketplace intelligence to inform strategic decisions.



Geriatric Medical

Real people, excellent service, dependable delivery, and a partner that goes the extra mile.

Medical Supplies, Equipment, Linens, Furniture, and More!

- ✓ Low Cost
- ✓ Over 30,000 Products
- ✓ Rapid Response Time

28 TORRICE DRIVE WOBURN MA 01801 WWW.GERIMED.COM



Business Affiliates - Friends

HJ Sims

Business Category: Banking Services | Capital Investments

www.hjsims.com

Since 1935, HJ Sims has raised more than \$31 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.

Johnson Kendall Johnson

Business Category: Employee Benefits | Homecare Services | Insurance

www.jkj.com

Johnson Kendall Johnson (JKJ) provides insurance, risk management and employment benefits solutions to over 350 senior living communities across the country.



HJ SIMS FINANCED RIGHT®

Senior Living + Healthcare

WHAT WE DO

- Debt Issuance
- Equity Raising
- Acquisition, Affiliations, Divestitures
- Financial Advisory
- Strategic Capital Planning

SOLUTIONS WE DELIVER

- Long-term Bond Solutions
- Bank and Agency Financing
- Interim Finance Solutions
- Alternative Capital Solutions



Business Affiliates - Friends

Krokidas & Bluestein LLP

Business Categories: Legal Services

www.kb-law.com/

Krokidas & Bluestein leverages extensive industry knowledge to give our broad base of senior care/senior living and health and human services clients an edge in regulatory matters and complex transactions. As one of the region's premier health law practices, we play a central role in strengthening the base of providers in the area, forging longstanding relationships with our clients, advising them from start-up through growth and repositioning, and in the development of innovative programs, risk management and litigation. We represent our clients in all manner of transactions (e.g. mergers, acquisitions, affiliations, and contracts) and advise on the ever-changing regulatory landscape and compliance issues. The firm also provides comprehensive representation on corporate and governance, litigation, non-profit tax, finance, real estate, and labor and employment matters. Attorneys in those areas are experienced in working with health and human service providers. Attorney Jennifer Gallop serves as LeadingAge MA's representative to the LeadingAge Legal Committee.



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Business Affiliates - Friends

Legacy Lifecare Consulting

Business Categories: Management Consultants

www.legacylifecare.org

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

Massachusetts Care Self-Insurance Group

Business Categories: Insurance

www.coverisk.com

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

M&T Bank

Business Categories: Banking Services, Capital Investments, Financial Services

www.mtb.com

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

McKesson Medical-Surgical

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

www.mms.mckesson.com

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

MP-HR

Business Categories: Information Technology

www.mp-hr.com

MP is a full-service HR and payroll services provider. We combine cutting-edge, user-friendly HR software with proactive, no-wait customer support and HR services that will always keep you apprised of the latest HR updates.



Business Affiliates - Friends

NexDine

Business Categories: Food Service

www.nexdine.com

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

The PFM Group

Business Categories: Financial Services

www.PFM.com

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

PointClickCare

Business Categories: Information Technology

www.pointclickcare.com

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



Business Affiliates - Friends

PowerOptions

Business Categories: Energy Supplier

www.poweroptions.org

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

ProCare LTC Pharmacy

Business Categories: Pharmacies

www.procareltc.com

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

Radius Executive IT Solutions

Business Categories: Information Technology || IT Software

www.RadiusITS.com

Radius Executive IT Solutions offers comprehensive IT services, including Managed Service Provider IT Consulting and ePHI & HIPAA Compliance. We protect your business from cyber threats and resolve critical hardware issues to minimize downtime. Our remote and onsite support ensures your systems stay operational. This year, we're excited to introduce additional offerings through Radius Electrical, Cabling, and Security Solutions (RECS)! We'll help enhance physical security with advanced locks, cameras, access control systems, and more. Our integrated approach safeguards both your digital and physical assets. Ready to strengthen your IT infrastructure and heighten your security? Email Aaron at apyman@radiusits.com to get started.



Business Affiliates - Friends

Sentenia Systems, Inc.

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

www.Sentenia.net

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

SMD Inc.

Business Categories: Emergency Call Systems, Equipment, Other

www.smdinc.net

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

Strategic Care Solutions, LLC

Business Categories: Management Consultants, Marketing Consultants

www.strategiccares.com

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

ZurickDavis, Inc

Business Categories: Executive Search/Recruiting

www.zurickdavis.com

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



Business Affiliates - Friends



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Business Affiliates - Associates

Ball Consulting Group, LLC

Business Categories: Public Relations

www.ballcg.com

Bowditch & Dewey

Business Categories: Labor Law | Legal Services

www.bowditch.com

Bank of America

Business Categories: Banking

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

BerryDunn

Business Categories: Accountants

www.berrydunn.com

Casper Cremation & Funeral Services

Business Categories: Funeral & Cremation Services

www.casperfuneralservices.com

CNA Insurance

Business Categories: Insurance

www.cna.com

The Congress Companies

Business Categories: Contractors/Construction

www.congresscompanies.com

Connor LTC Consulting

Business Categories: Management Consultants

www.connorltcconsulting.com



Business Affiliates - Associates

Continuing Care Management

Business Categories: Development, Management, Marketing Consultants

www.salmonhealth.com

Creating Results, LLC - Strategic Marketing

Business Categories: Marketing Consultants, Strategic Communications

www.creatingresults.com

Daniels Equipment Company

Business Categories: Equipment, Housekeeping/Laundry, Laundry Equipment

www.danielsequipment.com

Glendale Dining Services

Business Categories: Food Service

www.glendalediningservices.com

GF Health Products

Business Categories: LTC Beds & Accessories, Furniture, Design

www.grahamfield.com

HPS GPO

Business Categories: Group Purchasing

www.hpsnet.com

Husch Blackwell

Business Categories: Legal Services

www.huschblackwell.com

JSA Inc.

Business Categories: Architects

www.jsainc.com



Business Affiliates - Associates

KARE

Business Categories: Staffing, Recruitment

www.doyoukare.com

Lavallee Brensinger Architects

Business Categories: Architects

www.lbpa.com

LWDA Design

Business Categories: Architects, Designers, Landscape Design

www.lwda.com

Marcum LLP

Business Categories: Accountants

www.marcumllp.com

MatrixCare

Business Categories: Electronic Medical Records

www.matrixcare.com

Medical Recruitment Specialists

Business Categories: Executive Search/Recruiting

www.medrecruitment.com

Neurocrine Biosciences

Business Categories: Medical Supplies

www.neurocrine.com



Business Affiliates -Associates

One Point Partners

Business Categories: Capital Investments, Financial Services

www.onepoint-partners.com

Performance Healthcare Services

Business Categories: Housekeeping/Laundry

www.performancehs.net

RPA, a JENSEN HUGHES Company

Business Categories: Compliance, Emergency Preparedness

www.phillipsllc.com

Sannella & Associates Not-For-Profit Business Solutions

Business Categories: Management Consultants

www.nfpcfo.com

Sodexo Seniors

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

www.us.seniors.com/seniors

Trident

Business Categories: Project Manager

www.tridentgrp.com

Trinity Rehab Services

Business Categories: Rehabilitation Services

www.trinityrehabservices.com



Business Affiliates - Associates

Vantage Healthcare

Business Categories:

www.myvantagehcs.com

The Whiting-Turner Contracting Company

Business Categories: Contractors/Construction

www.whiting-turner.com

Windover Construction

Business Categories: Contractors/Construction

www.windover.com

Woodmark Pharmacy

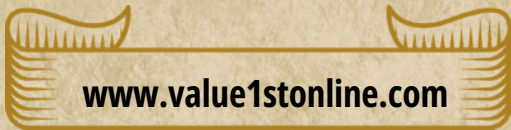
Business Categories: Pharmacy

www.woodmarkpharmacy.com





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