Thank You to our 2020 Annual Corporate Sponsors!

Diamond

Benchmark
Connecting to what matters

Platinum

LCB Senior Living
Independent & Assisted Living - Reflection Memory Care

Brookdale Senior Living

Brightview Senior Living

Northbridge Companies

Gold

Atria Senior Living

Epoch Senior Living

Sunrise Senior Living

Silver

Serlin Haley

Bronze

Sallopp

Hebrew SeniorLife

Healthcare Services Group

Salmon Health and Retirement

WWW.MASS-ALA.ORG
Thank You!
Thank you to all of our Business Partners!
You are an integral part of Mass-ALA's membership and your contribution to the assisted living industry is unparalleled.

Interested in Membership?
If you are interested in becoming a Mass-ALA Business Partner, or are you interested in another level of membership, please contact Martha Chamberlin, Manager of Membership, MChamberlin@mass-ala.org or 781.622.5999x 110.
Assisted living emphasizes aging with dignity and choice, while offering a high-quality lifestyle in a supportive, non-clinical environment. Residents transitioning from living independently often choose assisted living for a variety of reasons. Many residents receive support with certain activities of daily living (ADLs), such as bathing, dressing, grooming, or mobility. More than 25% of residents live in special memory care living quarters that support the management of Alzheimer’s Disease and related dementias. Regardless of need or ability, every resident can benefit from the community atmosphere that sets assisted living apart from many other housing options. With loneliness and social isolation being a concern regarding older adults, assisted living supports residents in staying active, acquiring new hobbies, developing new social connections, and enjoying inclusivity in the community.

Aging presents challenges that evolve over time, but assisted living is rooted in the value that older adults, regardless of age or impairment level, should never be defined by their medical needs. Assisted living promotes wellness through supporting residents with daily hygiene, managing medications, eating healthy and regularly, maintaining a consistent sleep schedule, nurturing social connections, and staying physically active. Upon entering an assisted living community, an individualized assessment takes place and a service plan is developed for each resident, which may be revised over time for each individual, as needs change.
Who is MASS-ALA?
The Massachusetts Assisted Living Association (Mass-ALA) is a not-for-profit association, dedicated to professionally operated assisted living residences in Massachusetts that provide housing and services for individuals with varied needs and income levels.

Mission Statement
To lead the assisted living industry in its service of seniors through advocacy, education, operational support, and enhanced growth opportunities.

About Us
Mass-ALA serves as the voice of assisted living in Massachusetts, providing information and education, and advocating on behalf of our members and the seniors they serve. Mass-ALA promotes a model of care which treats all residents with dignity, provides privacy and encourages independence and freedom of choice.
Dear Colleagues,

Mass-ALA is proud to partner with 76 local, national, and international businesses that provide crucial services, products, and solutions to assisted living residences in Massachusetts. The Association is excited to present the second edition of the Mass-ALA Business Partners Directory. The purpose of this guide is to introduce you to these valued members of our association and the services they offer. By choosing to become a Mass-ALA Business Partner, these businesses show that they are dedicated to the assisted living industry. By maintaining active membership, Business Partners add a level of credibility to their brands, receive important industry news, and demonstrate their support of assisted living.

We understand that part of what it means to work in assisted living is that you are busy and always on-the-go. This guide is designed to be a go-to resource that contains quick facts and information that you may need to keep your community running smoothly and efficiently for your residents. Pipe burst? Tree through the roof? Need cleaning or food supplies, fitness or rehabilitation experts? Want to build an addition? Seeking new ways to keep residents engaged, healthy, and happy? We have Mass-ALA business partners who can assist you with all of these services and so much more. Please take a few minutes to review this directory and learn what our business partners can do for you. The guide is organized in alphabetical order, by company name. You can also search for a Mass-ALA Business Partner by name, business profession or location on our website. Remember to keep it handy; you just never know when you are going to need their services. We are all partners; working together to provide dignity, choice, and an enhanced quality of life to assisted living residents.

Best Regards,
Brian Doherty, CAE
President & CEO, Mass-ALA
Thank You Board Members!

Mass-ALA Board Members

**BOARD OFFICERS**

Christopher Cullen, Board Chair  
Atria Senior Living

Nancy Moore, Vice-Chair  
Lahey Health Continuing Care

Edward Blake, Secretary  
SALMON Health and Retirement

Beth Anderson, Treasurer  
EPOCH Senior Living

Walter Ohanian, Officer-at-Large  
The Grantham Group

**BOARD MEMBERS**

Deborah Bradshaw  
Northbridge Companies

Paul Casale, Sr.  
Welch Senior Living

Sue Coppola  
Sunrise Senior Living

Timothy DuRoss  
LCB Senior Living

Laurence Gerber  
EPOCH Senior Living

Lillian Glickman  
University of Massachusetts Boston

Robert Moran  
Benchmark Senior Living

Timothy Reilly  
Benchmark Senior Living

Benjamin Ricci  
Brookdale Senior Living

Leslie Robinson  
Brightview Senior Living

Andrew Salmon  
SALMON Health and Retirement

Dennis Sargent  
Windsor Place of Wilmington

May Shields  
HEARTH
This guide includes all Mass-ALA Business Partners that offer a variety of professional services to assisted living residences.

We know that running and managing a residence is a hard job! Luckily, residences aren’t in it alone. Mass-ALA’s Business Partners Directory is your source for finding a vendor that fits your service needs. By making a commitment to Mass-ALA, Business Partners are showing that they are interested in working in the assisted living industry.

**Mass-ALA Business Partner professions are as follow:**

- Accountants
- Advertising/Publications
- Architects
- Computer Software
- Construction Management
- Consultants
- Contractors
- Cosmetology
- Dining and Environmental Services
- Emergency Call Systems
- Entertainment
- Financial Services
- Fitness
- Food Services
- Furniture
- Health Care Services
- Home Health Care/Nursing Services
- Hospice
- Insurance
- Legal Services
- Market Research
- Medical-Health Care
- Pest Control
- Pharmacies
- PPE Supplies
- Property Management
- Referral and Placement Agency
- Rehabilitation Services
- Restoration
- Senior Move Managers
- Technology
- Telecommunications
- Voice/Data/Video/Security
- Wandering Profession
2Sisters Senior Living Advisors is a resource to families and seniors navigating through the growing maze of choices in Independent Living, Assisted Living, Memory Care Communities, Home Care and Skilled Nursing Facilities. We provide this as a free service and work closely with clients to determine a personalized plan that suits their care, financial, and location preferences. 2Sisters is compensated by providers when clients choose services based on our recommendation.
Acton Pharmacy

Saad Dinno
ACTONpharmacy@yahoo.com
PHONE 978-263-3901  FAX 978-263-2305
563 Massachusetts Ave.
Acton, Massachusetts 01720
www.ACTONpharmacy.com

Acton Pharmacy is a local community pharmacy that is committed to providing the highest quality of care for each customer. Owned by brothers and pharmacists Saad and Raied Dinno, Acton Pharmacy offers prescriptions, compounded medications and other specialty items such as medical supplies, homeopathic remedies, and a full line of vitamins and vaccines.

Our pharmacists – some of whom have worked at the pharmacy for decades – are passionate about providing individualized care, including one-on-one counseling for prescriptions and health issues, and care coordination to ensure that prescriptions are authorized and expedited. We listen to and care about our patients’ concerns and tailor all of our compounded medications to the needs of each individual. We also work very closely with physicians and other health care providers to determine the best possible therapy for our patients.
Air Duct Services and Restoration

Jack Evans
jack@airductservices.com
PHONE 800-974-2622  FAX 781-356-8493
100 Messina Drive, Suite U
Braintree, Massachusetts 02184
www.airductservices.com

We provide HVAC duct cleaning, kitchen exhaust cleaning, dryer vent cleaning, fire/smoke damper inspection, cleaning and repair, fire/water restoration, mold remediation. Your one-stop shop for all your HVAC and restoration needs.

We provide 24/7 Emergency Water/Flood & Fire cleanup & restoration; HVAC duct cleaning; Kitchen Grease Exhaust/Laundry Exhaust Cleaning; Fire/Smoke Damper Inspection, Cleaning & Repair; 3rd Party Duct Video Inspections & Infrared Camera Thermal Imaging.
Alliance of MA YMCAs

Peter Doliber
peter.doliber@maymca.com

PHONE 988-237-2633
6 Beacon Street, Suite 312
Boston, Massachusetts, 02108
www.maymca.com

Representing YMCAs in MA with over 900 service locations with evidenced based chronic disease prevention and maintenance as well as falls prevention, movement, exercise, and wellness programs both at our locations and remotely.
American Safety Programs and Training Inc.

Albert Peterson
apeterson@aspandtrinc.com
PHONE 988-237-2633
150 Atlantic Avenue
Providence, Rhode Island 02907
www.asptems.com

American Safety Programs & Training Inc. was incorporated in April 2006 with the sole purpose of Teaching Others to Save Lives. We dedicate ourselves on being the most knowledgeable, efficient and professional teaching facility offering classes, courses and programs in the Emergency Medical Services and Healthcare Industry. We are the largest training facility for EMT programs in the state of Rhode Island. We also are the largest Community Training Center for the American Heart Association in New England. We certify over 5000 students a month. We currently have over 50 Training Sites under our CTC. They include most RI based Hospitals, Private Institutions, Fire Departments and Health Care Facilities and many private businesses. We currently offer the National Registered EMT-Basic, EMT-Cardiac and the National Registered EMT-Paramedic program. We currently have over 600 Instructors that are affiliated with our CTC that teach a variety of courses. We offer only the highest quality education for EMTs in the state.
Andrews Pharmacy

Michael Levy
michael@andrewspharmacy.com
PHONE 781-235-1001    FAX 781-239-0655
324 Weston Road
Wellesley, Massachusetts 02482
www.andrewspharmacy.com

Andrews is a full service, family-owned and operated pharmacy that has been servicing the community for over fifty years.

We have computerized patient profiles and accept all major insurance plans. Our specialty is providing medication compliance packaging to Assisted Living facilities and individuals with medication management needs. In addition to the prescription services, we offer a complete line of health, beauty aids, medical supplies, toys, gift items, greeting cards and sundries.

Visit our “Toy Stop” on our lower level where we carry a wide variety of toys, games, and art supplies for children of all ages.
AvanteUSA

Joe Barnes
j barnes@avanteusa.com
PHONE 978-478-7430
8 E Industrial Drive, Suite 1
Salem, New Hampshire 03079
www.avanteusa.com

AvanteUSA is a uniquely qualified Accounts Receivable Management firm equipped with work flow solutions that guarantee a results-driven relationship from the start. AvanteUSA can help your business make a well-informed decision when it comes to choosing the best fit for your organizations Accounts Receivable Management partner. While AvanteUSA’s solutions are results driven, they also emphasize the importance of integrity, honesty, and privacy. From the first day AvanteUSA opened its doors in Houston, Tx, we put an emphasis on respect and service values that create meaningful synergies throughout our organization. AvanteUSA will help you establish long-term goals and objectives necessary to promote success. With our extensive custom-reporting capabilities, we provide you with necessary data to help better understand our progress towards these long-term goals and objectives. Our staff is trained in an environment that promotes ethics and professionalism, leading them toward the success we strive for in a relationship. The collective effort of our people, combined with unrivaled technology at their fingertips, have proven to deliver a track record of maintaining long-term mutually profitable relationships with our clients.
At BBM, we understand how stressful moving can be. A senior move can be especially difficult both physically and emotionally, and often presents a sense of loss and uncertainty in taking that next step in life. Our goal is to ease the stress of your move, and ensure that the process is as smooth and comfortable as possible for all involved.
Barrett & Singal P.C.

Sean Ryan
sryan@barrettsingal.com
PHONE 617-598-6700  FAX 617-722-0276
One Beacon Street Suite 1320
Boston, Massachusetts 02108
www.barrettsingal.com

Real-world experience for real-world challenges. We’re Barrett & Singal, a firm clients trust for strategic and legal counsel in health law and litigation. We combine deep industry knowledge, dynamic thinking, and a collaborative approach to help clients achieve their most important objectives.

Since 1989, Barrett & Singal has built a reputation as trusted advisors to a substantial list of clients ranging from individuals to Fortune 500 companies. We take a highly practical approach to legal service, one that leverages our attorneys’ deep and diverse experience. We have health law attorneys who have worked in the medical field and criminal defense attorneys who have been prosecutors. This hands-on experience makes for a deeper understanding of the challenges clients face and illuminates a broader range of responses to multi-dimensional issues.
BAYADA Home Health Care

Jill Labdon
jlabdon@bayada.com
PHONE 508-830-6990  FAX 774-283-7012
20 North Park Avenue
Plymouth, Massachusetts 02360
www.Bayada.com

BAYADA was founded on the principle that health care gets better when clients get better care at home—the place they most want to be. From the nurse, therapist, or aide in the home, to thousands of committed employees supporting their work, delivering that care is our highest priority and greatest joy.

The BAYADA Way, our company philosophy, is at the heart of everything we do, and the ever-present guiding force in our daily work—in spirit and in action. The mission, vision, beliefs, and core values it expresses define our culture and embody the essence of what we stand for, believe in, and value.
When disaster damages a property, it can be an overwhelming task to quickly get all the players in place. One phone call, day or night, puts the North American leader in property restoration into action to stabilize and assess your damage, work with the insurance company, and provide every restoration service needed.

Belfor has never stopped providing essential property restoration services. As we face this ongoing public health crisis together, BELFOR wants to reassure you that we are continuing to offer emergency recovery services for fire, water, storm, and mold damage, as well as providing critical construction services when needed.

Belfor has the right solutions for COVID-19 cleaning and protection. To provide you with peace of mind, BELFOR COVID-19 services combine effective deep cleaning protocols and prolonged anti-microbial surface protection, using our groundbreaking BIOPROTECT™ system. Call for more information.

One Call Does It All. 24/7 800.856.3333
Blue Rock International

Jessica Straw
jstraw@bluerockinternational.com
PHONE 303-956-4740
1798 Massachusetts Ave. Suite 2
Cambridge, Massachusetts 02140
www.bluerockinternational.com

Blue Rock International LLC provides PPE and systematic solutions so that you can run your business safely and efficiently. We are dedicated to helping businesses comply with the tough environment derived from the COVID-19 pandemic. We have a worldwide network of high-quality medical suppliers and manufacturers, with a special emphasis in North America, from where we source most of our products. Our catalog includes, but is not limited to: COVID-19 tests, gloves, gowns, hand sanitizers, masks, ozone disinfectants, wipes, etc.
BostonbeaN Coffee Company

Steve Serino
sserino@hitbrew.com
PHONE 978-478-7430
23 Draper Street
Woburn, Massachusetts 01801
www.bostonbeancoffee.com

BostonbeaN Coffee Company is the premier provider of coffee, breakroom and pantry service for offices of all sizes in the Boston marketplace. Our strong focus on providing a high level service and offering new innovative programs ensures BostonbeaN can keep pace with ever-changing office environment.
Bouvier Pharmacy & Home Medical Solutions

Brian Bouvier  
brian@bouvierpharmacy.com  
PHONE 508-485-0432 FAX 508-485-8777  
515 Lincoln Street  
Marlborough, Massachusetts 01752  
www.bouvierpharmacy.com

With a reputation built on service since 1900, Bouvier Pharmacy & Home Medical Solutions, through our innovative Facility Services Program, assists facilities and their residents providing one stop for all their pharmacy packaging and medical equipment needs. From our full respiratory offering to diabetic shoes, chairs, beds and walkers, our knowledgeable and professional team can help.
Burgess Pest Management

David J. Flynn
davidf@burgesspest.com
PHONE 800-698-2847
177 South Main Street
West Bridgewater, Massachusetts 02379
www.burgesspest.com

Massachusetts leader in assisted living pest management

Disinfectant services for viral protection

Guaranteed elimination of hundreds of pests

Discreet same day service

508-587-4309  WWW.BURGESSPEST.COM

WWW.MASS-ALA.ORG
Care Dimensions

Lyn Skarmeas
lskarmeas@caredimensions.org
PHONE 888-287-1255 FAX 978-774-4389
75 Sylvan Street Suite B-102
Danvers, Massachusetts 01923
www.CareDimensions.org

Care Dimensions, founded in 1978, provides hospice and palliative care to adults throughout all stages of advanced illness and offers support for their families and caregivers. Recognized nationally for innovation and quality, Care Dimensions is dedicated to helping patients and families through this difficult and challenging time, so that patients can live each day as fully and comfortably as possible. Care Dimensions offers open access allowing for the continuation of certain medical treatments that provide improved symptom management and quality of life (IV antibiotics, TPN, palliative radiation and chemotherapy, etc), specialized clinical programs for patients with advanced dementia, cardiac and respiratory diseases, and services tailored to the needs of adults with developmental disabilities, veterans, and members of the Jewish faith and LGBTQ community. We provide care for patients wherever they call “home”—private residences, assisted living and skilled nursing facilities, hospitals, group homes and veteran’s facilities. Patients who need acute symptom management can be admitted to one of our inpatient hospice facilities—the 20-bed Kaplan Family Hospice House in Danvers and our 18-bed Care Dimensions Hospice House on the Waltham/Lincoln line opening in early 2018. Care Dimensions is a non-profit organization and is the largest provider of hospice care in Massachusetts, serving more than 90 communities in Eastern Massachusetts.
We care for people, and people are far more than their medical conditions.

We are about Person Centered care. That means knowing the people we serve, understanding their needs, and tailoring healthcare to ensure the best journey possible.

Our Purpose — It’s all about helping people.

Our Mission — We provide exceptional care and unparalleled service to patients and families who have placed their trust in us.

Our Vision — We will improve the quality of life in the United States by transforming the delivery of healthcare services.
CCI, LLC CERRETTO, Carangelo Commercial Interior Design

Donata Cerretto Gianonne
donata@ccillcdesign.com

PHONE 860-388-6623 FAX 860-388-9237
102 Main Street
Old Saybrook, Connecticut 06475
www.ccillcdesign.com

CCI is an interior design firm specializing in healthcare environments and commercial interiors. Founded in 1986, CCI has been involved with hundreds of healthcare and commercial projects throughout New England and across the country. In addition to our planning and design services, CCI is a major distributor of furnishings and products specifically designed for healthcare and commercial environments. CCI has been recognized in numerous industry publications for design excellence. CCI is devoted to the idea of individualizing the process of design. Our clients' needs, philosophies, programs and marketing objectives are an integral ingredient in developing the design concept. CCI believes design of enduring quality is achieved through experience, talent, inspiration and access to industry resources. As a design and furnishing resource, CCI is committed to offering state of the art products, innovative design solutions and services of the highest quality.
C.E. Floyd Company, Inc.

Jessica Harris
jharris@cefloyd.com
PHONE 781-325-0118  FAX 781-271-9044
135 South Road
Bedford, Massachusetts 01730
www.cefloyd.com

C.E. Floyd has been building and renovating senior living communities for over 29 years. We have completed work at more than 53 communities encompassing more than 4,546 residences, 782 private beds and over 6.41 million square feet. Owners choose C.E. Floyd Company when they want a non-adversarial contractor who knows how to listen. We are more than builders.

Pre-construction and Construction Management Services for both renovations and new construction projects in the New England region. Considered a leader in senior housing construction, we are an Open Shop contractor with a staff portfolio of over 47 communities, 4,150 residences, 782 private health center beds and over 5.78 million square feet of space.
CLA is a professional services firm delivering integrated wealth advisory, outsourcing, and public accounting capabilities to help enhance our clients’ enterprise value and assist them in growing and managing their related personal assets—all the way from startup to succession and beyond. Our professionals are immersed in the industries they serve and have specialized knowledge of their operating and regulatory environments. With nearly 4,000 people, 90 U.S. locations, and a global affiliation, we bring a wide array of solutions to help clients in all markets, foreign and domestic. For more information visit CLAconnect.com. Investment advisory services are offered through CliftonLarsonAllen Wealth Advisors, LLC, an SEC-registered investment advisor.
Cohn & Dussi, LLC

Lewis Cohn
lcohn@cohnanddussi.com
PHONE 781-494-0200 ext 211
68 Harrison Avenue, Ste. 502
Boston, Massachusetts 02111
www.cohnanddussi.com

Cohn & Dussi LLC is a full-service litigation law firm providing effective and cost-efficient legal representation on a wide range of legal areas. For more than 20 years, we’ve been committed to a team approach to address and resolve each client’s needs.

Our firm engages with various partners nationally to offer full-service solutions for our clients no matter where they do business. Over 25 years, we have built a national legal collaborative that allows us to maintain our valued, one-on-one client relationships while at the same time engaging with the best legal minds throughout the country.

In addition, our team continues to learn and grow through active involvement with the Equipment Leasing and Finance Association, the Commercial Law League of America, the highly exclusive Lease Enforcement Attorney Network, the Trial Lawyers Association of America, and many more local and national industry and law groups.
Constellation Hospice

Robert Jelley
rjelley@nathealthcare.com

PHONE 978-904-3059 FAX 978-319-4019
180 Low Street
Newburyport, Massachusetts 01950
www.constellationhs.com

Constellation Health Services is dedicated to delivering the best possible health care services to people at all points of life. We are governed by the most rigorous standards of professional ethics and committed to maintaining a fulfilling and balanced work experience for all employees.

From our beginning, almost 25 years ago, we have evolved into a dynamic, diversified company with over 500 staff members providing services to people of all ages. We currently serve communities in New York, Connecticut, Massachusetts, New Hampshire and Maine.

While the scope of services provided by Constellation Health Services is wide, our team approach ensures that each and every person, and organization we work with benefits from our combined knowledge and clinical experience.
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 45 years, completing more than 65 projects and over 4500 beds across the care continuum. Our highly experienced project teams have an in-depth understanding of the challenges, opportunities, and trends associated with these communities. 40+ years. 60+ projects. 4,000+ beds.

We plan, we build and we assist with financing acquisition. This is why Cutler Associates is recognized as a leader in the senior living market. Talk to us, learn from us, and let us help make your next project a success. “We’re Passionate About Client Success!”
Cutting Edge Promotional Products

Leslie Dabush
cuttingedgema@yahoo.com
PHONE 781-344-1596    FAX 781-344-1597
99 Woodpecker Road
Stoughton, Massachusetts 02072
www.cuttingedgepromotionalproducts.com

Cutting Edge Promotional Products is a promotional product distributor and proud member of the Advertising Specialty Institute. Promotional products, also known as ad specialties, make up a nearly $17 billion dollar industry and are used by virtually every business in America. Why? Items like mugs, pens and t-shirts are memorable and provide a better cost per impression for advertisers than almost every major marketing effort like TV, magazines and the Internet. We are able to supply your company with every possible promotional product from over 3000 suppliers. With so many ad specialties available there is a huge opportunity for professionals like you to boost ROI and leave a lasting impression with your customers. Our mission is to help you create long-lasting relationships with your clients through the power of promotional products.
Design to Finish General Contracting, Inc.

Lisa Graham
lgraham@designtofinish.com
PHONE 860-749-2660  FAX 860-749-2661
5 Anngina Drive, Unit B
Enfield, Connecticut 06082
www.designtofinish.com

Design to Finish was conceived from the get go to develop and successfully manage commercial and privately funded construction projects. We have succeeded and have built a reputation for quality, innovativeness, integrity and excellence in execution.

Our passion goes beyond construction. Our corporate culture and family atmosphere drives us to serve the communities in which we live and work. Design to Finish General Contracting, Inc. works hard to support organizations and meet the needs of others.
Over the years, Dovetail Support Services has built relationships with the area’s top Realtors and downsizing professionals. We’ve found that the process of engaging each service individually can be very overwhelming. Dovetail is here to streamline the process for our clients, reduce the stress involved, and ensure a smooth transition to their new home.

Our clients have repeatedly faced challenges when it came to preparing to sell their home and transitioning to their new space. Whether you’re thinking about moving and need help finding the right option, or you’ve found your future home and need support with your transition, we are here to help! We will listen to you, get to know your unique needs and make specific recommendations based on your situation.
Eisenstein Flaherty and Associates

Patrick Flaherty, Principal
patrick@eisfla.com
PHONE 508-927-2754
15 Richards Road, Suite 1
Plymouth, Massachusetts 02360
www.eisensteinflaherty.com

We are experts in senior living with a proven track record of success in establishing positive culture, management, operations and relationship building.

Our niche is exclusively working with senior living communities and skilled nursing facilities operating in the Commonwealth of Massachusetts.

We partner with Assisted Living communities and Skilled Nursing Facilities by spending time to get to know the organization’s staff, residents and families at an operational level. We deliver recommendations empowering all levels of staff to implement positive change. Our services improve culture, resident or patient satisfaction and financial performance through active engagement and building relationships.
Erland Construction Inc.

Eric P. Greene
egreene@erland.com
PHONE 781-272-9440  FAX 781-272-0601
71 Third St.
Burlington, Massachusetts 01803
www.erland.com

Erland was founded in 1977 as the open shop arm of a major construction firm to serve the needs of an office development client in Burlington, Massachusetts. Over the years, our expertise has grown to many major market sectors including academic, multifamily residential, senior living, life sciences, and hotel/hospitality.

Our expertise in conceptual estimating goes back to our roots as a design/build contractor, and we have continued to hone those skills. As a Construction Manager, our clients have come to rely on the accuracy of our budgets and our ability to envision full project scope.

Erland Construction, Inc. is committed to total client satisfaction. Our corporate philosophy supports our mission to do whatever it takes to foster a strong working relationship with every client and a positive outcome on every project. We believe that the optimal way to deliver the best work product with the best value is to award all subcontracts based on the merit of each proposal and, because we are an open shop contractor, we can do just that.
ESL Distributing, LLC

Eric LaRoche
eric@esldistributing.com
PHONE 603-435-7521  FAX 603-435-7527
16 Main Street
Pittsfield, New Hampshire 03263
www.esldistributing.com

ESL Distributing LLC provides wireless Emergency call, Traditional Nurse Call, wandering resident security and surveillance systems to Senior Living communities Throughout New England. We take pride in providing reliable cost effective solutions to our customers. With over 50 years of combined experience, we are ready to assist our customers with a solution that fits their needs.
Fallon Health’s Summit ElderCare®

Fallon Health’s Summit ElderCare is a Program of All-inclusive Care for the Elderly (PACE). An innovative approach to care, the program helps adults age 55 and older—who have chronic care needs—continue to live in their homes.

The largest program of its kind in New England, Summit ElderCare provides medical care, social supports, in-home services, health insurance and adult day health services—all in one convenient program.

A plan of care is developed for each participant’s specific needs. Care is provided by a team of medical professionals from several disciplines, with most services administered at the Summit ElderCare PACE Centers. At the Centers, participants also socialize, enjoy meals and take part in activities. Fallon Health currently operates several PACE Centers in Massachusetts with locations in Leominster, Lowell, Springfield, Webster and Worcester.
Fox Rehabilitation

Michele Domenici
slc@foxrehab.org
PHONE 877-407-3422
7 Carnegie Plaza
Cherry Hill, New Jersey 08003
www.foxrehab.org

Founded in 1998, FOX Rehabilitation was built on the foundation go Geriatric House Calls™ and is the nation’s largest provider of physical, occupational and speech therapy for older adults.

Partnering with senior living communities in more than 20 states, FOX specializes in geriatric-specific, evidence-based fall prevention and dementia programs. Our clinicians provide clinically excellent care through evidence-based interventions and best practice guidelines, treating all patients with compassion and respect. We believe in the power of exercise to restore and rehabilitate the lives of older adults. In short, we help older adults be stronger so they can live better longer.
Greater Boston Long Term Care Pharmacy

Matt Wessenberg
gbltci@gmail.com
PHONE 617-325-0017   FAX 617-327-7611
1864 Center Street, #7
West Roxbury, Massachusetts 02132
www.greaterbostonlongtermcare.com

Greater Boston Long Term Care proudly serves Group Homes, Assisted Living Facilities, Residential Health Care Facilities, Independent Living Facilities, Rest Homes and Private Residents in the Greater Boston area for all of their prescription and medical supply needs.
Healthcare Services Group

Linda Bullock
lbullock@hcsgcorp.com

PHONE 800-622-6010 FAX 888-467-3197
27 Meriden Avenue
Southington, Massachusetts 06489
www.hcsgcorp.com

Healthcare Services Group delivers exceptional housekeeping/laundry and dining/nutritional services in an ever changing and growing healthcare environment.

Today’s challenging healthcare environment demands an experienced partner who can deliver innovative service solutions, while operating on budget. Healthcare Services Group has the experience and expertise to meet these needs, making us the preferred choice for hospital and senior living clients nationwide.
The Home Care Alliance of Massachusetts is a non-profit trade association of home care agencies that promotes home care as an integral part of the health care delivery system. Founded in 1969, our mission is to “unite people and organizations to advance community health through care and services in the home.”
Jesse McKellar Music

Jesse McKellar
jessemckellar@music.com
PHONE 508-797-2102
30 Chamberlain Street
Hopkinton, Massachusetts 01748
www.jessemckellar.com/music

Jesse McKellar is a graduate of the Berklee College of Music from Boston, MA. He has spent a lifetime honing his craft beginning at a young age as a pianist in church. Jesse is a full time singer, pianist, and guitarist who performs all manner of music to enhance your wedding, corporate event, or private party. Outside of music, Jesse loves photography, woodworking, and spending time with his beautiful wife, 3 dogs, 2 horses, and 1 cat. Jesse is available to travel throughout New England. He and his family are centrally located in Massachusetts. Please email or call with any questions.
J. Fish Fitness For Seniors

Joseph Fish
joe@jfishfitness.com

PHONE 978-944-5015 FAX 508-519-2678
234 Spring Street
Shrewsbury, Massachusetts 01545
www.jfishfitness.com

We are a Fitness Management company specializing in Group Exercise and Evidence-Based Falls Prevention programs for Senior Living and Memory Care communities. We bring credentialed staff to your community to serve your residents and to help manage your fitness program. Our exercise programs are designed to be safe, non-intimidating, easy and fun. All of our exercises can be modified to either standing or seated positions. Participants work at their own pace and fitness level.

We provide the best staff in the business: We have the professional staff your community needs to run a customized and creative exercise program. Our instructors are all certified in Group Exercise and Evidence-Based Falls Prevention. They are mature and have experience working with older adults and special populations.

We are members of Mass-ALA, Mass. Falls Prevention Coalition, Florida-ALA, the American College of Sports Medicine, (ACSM) and the National Strength and Conditioning Association, (NSCA).

J. Fish Senior Fitness Programs are entertaining group fitness classes with a focus on fall prevention. We offer the “Evidence Based” Falls Prevention program, SAILS and use their exercises in all of our classes. Our programs are proven improve your residents independence and allow them to enjoy life more while reducing your community’s costs.
JSA Inc.

Sandra Hodge, IIDA
shodge@jsainc.com
PHONE 603-436-2551
273 Corporate Drive, Suite 100
Portsmouth, New Hampshire 03801
www.jsainc.com

JSA is an architectural design firm committed to a deep understanding of our client’s needs and the buildings they construct. Our mission is to deeply engage with the world around us and to understand the unique, diverse experience of each of our citizens, to design environments that make a positive impact on the lives and communities in which we all live, learn and work.

Since 1980, JSA has distinguished itself with industry defining studios led by professionals with a passion for their craft. Our projects are regionally and nationally recognized for design excellence in Healthcare, Senior Living, Education, Housing, Hospitality and Interior Design and are geographically diverse with clients and projects nationwide.
Konica Minolta Business Solutions

Kiley McWilliam
kmcwilliam@kmbs.konicaminolta.us
PHONE 617-833-9252
1099 Hingham Street
Rockland, Massachusetts 02370
www.countonkonicaminolta.com

Konica Minolta is reshaping and revolutionizing the Workplace of the Future™ (www.reshapework.com). With our comprehensive portfolio, we deliver solutions to leverage mobility, cloud services, and optimize business processes with workflow automation. Our All Covered IT Services division offers a range of IT strategy, support, and network security solutions across all verticals.

Konica Minolta has been recognized as the #1 Brand for Customer Loyalty in the MFP Office Copier Market by Brand Keys for ten consecutive years and is proud to be ranked on the Forbes 2016 America’s Best Employers list. Konica Minolta, Inc. has been named to the Dow Jones Sustainability World Index for five years in a row. We partner with our customers to give shape to ideas and work to bring value to our society.

For more information, visit www.countonkonicaminolta.com and also follow @KonicaMinoltaUS on Twitter, Facebook and YouTube.
Krokidas & Bluestein LLP

Jennifer Gallop
jgallop@kb-law.com

PHONE 617-482-7211  FAX 617-482-7212

600 Atlantic Avenue 19th Floor
Boston, Massachusetts 02210
www.kb-law.com

Krokidas & Bluestein leverages its extensive industry knowledge to give our broad base of 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 clients, advising them from start-up through growth and repositioning, and in the development of innovative programs and services. Our practice covers all areas of health care and human services, nonprofit, administrative and corporate law. In addition to our senior care focus (assisted living residences, senior living communities, long-term care facilities, hospices, home health and adult day health providers), we represent the full spectrum of health care providers including academic medical centers, specialty hospitals, community health centers, community-based human service organizations, behavioral health providers and physician practices, helping to forge important relationships and partnerships among the various provider types. We represent our clients in all manner of transactions (e.g. mergers, acquisitions, affiliations, and contracts), and advise on the ever-changing regulatory landscape. Our health care litigation team addresses survey, certification and compliance matters at all levels of the administrative and judicial process. 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.
With 35 years of experience working with leading hospitals and nursing homes, KTS is here to help assisted living communities navigate through the challenges posed by the pandemic. We provide highly effective solutions that address a range of needs, from cohorting to communications infrastructure. We install portable walls to establish separate spaces for residents and staff. Another area of specialization is designing and installing wireless access and connectivity solutions for reliable communications related to resident care. We also install Zoom/collaboration rooms and ensure reliable cell coverage services to allow staff, medical personnel, residents and loved ones to communicate. We offer state-of-the-art infection control solutions that reduce the viral load to less-infectious levels, as well as a variety of safety and security systems to protect residents and your property. Lastly, we offer the TempTablet device, which provides a contactless means to check temperatures and also offers facial recognition and mask detection capabilities.
Lancaster Pollard an ORIX Company

Aaron Becker
aaron.becker@orixrealestatecapital.com
PHONE 610-989-9006    FAX 610-989-9004
259 N. Radnor Chester Rd., Suite 200
Radnor, Pennsylvania 19087
www.lancasterpollard.com

One of the nation’s largest groups of finance professionals dedicated to the senior living sector, Lancaster Pollard specializes in expansion, renovation and new construction financing as well as debt refinancing so senior living organizations can expand and improve their services. The firm offers a full range of investment banking, mortgage banking and investment advisory services. As a leading underwriter of bonds and mortgages, Lancaster Pollard has earned a reputation for delivering sound financial advice and the most cost-effective financing options available.
K. Scott Griggs
sgriggs@lawson-weitzen.com
PHONE 617-439-4990   FAX 617-439-3987
88 Black Falcon Avenue
Boston, Massachusetts 02210
www.lawson-weitzen.com

K. Scott Griggs
Chair of Long Term Care Defense Group

Scott specializes in defending the interests of skilled nursing and assisted living providers in professional liability litigation and employment and regulatory actions. Scott also handles landlord/tenant cases for Assisted Living Residences. He has established a record of success at trial, obtaining defense verdicts in several long term care and senior housing professional liability cases, and his team is adept at effectuating efficient results for landlords in evictions and tenant disputes. As former Vice President and General Counsel of Harborside Healthcare, a national provider of skilled nursing services, Vice President and Assistant General Counsel of The Berkshire Group, and Staff Counsel to The Fafard Companies, Scott brings a keen sense of economic efficiency to his practice. Scott believes that providing excellent legal representation involves a clear understanding of the facts and law in each case combined with straightforward advice about how to economically achieve the client’s goals.
LDS Consulting Group LLC

Lynne Sweet
ldsweet@ldsconsultinggroup.com
PHONE 617-454-1144  FAX 617-454-1145
233 Needham Street
Newton, Massachusetts 02464
www.ldsconsultinggroup.com

LDS Consulting Group can help you resolve complex housing issues by bridging the gap between planning and financing. Highly experienced in all phases of housing creation, we are particularly accomplished in responding to the challenges of affordable and senior housing.

Pre-Development Services/Market Analysis/Fiscal Impact Analysis/Proposal and Grant Preparation/Financial Pro-Forma’s/Financial Structuring and Negotiation/Financial Structuring and Negotiation/Permitting and Land Use Analysis/Portfolio Analysis and Asset Management.
MA Care Self-Insurance Group/
Cove Risk Services

Laura Gillis
WCCoverage@CoveRisk.com
PHONE 781-917-5170 FAX 800-382-8891

P.O. Box 859222-9222
Braintree, Massachusetts 02185
www.coverisk.com

The MA Care Self-Insurance Group provides WORKERS’ COMPENSATION coverage for eligible nursing homes, retirement homes and assisted living facilities throughout Massachusetts. A Self-insurance group is an association of employers that join together for the common purpose of providing cost-effective, stable workers’ compensation coverage. Cove Risk Services is the exclusive third party administrator for six self-insurance groups in MA and NH, inclusive of the MA Care Self-Insurance Group. As administrator for these groups, we provide workers’ compensation benefits to more than 5,000 businesses, generating in excess of $45,000,000 in premium. Cove Risk Services coordinates the following for the various members of our groups:

- Discounted premiums with a strong member dividend history,
- Generous billing options,
- Proactive, industry specific safety services,
- Superior claims management,
- Responsible underwriting,
- Oversight from a Board of Directors comprised of industry peers,
- Safety and savings for over 29 years.
Welcome to a new way of managing your company’s IT infrastructure. Welcome to having the peace of mind that your technology is working for you, not the other way around. Welcome to being able to breathe easy knowing that your systems are being pampered and cared for by a team of professionals. Welcome to a company full of ordinary people doing extraordinary things. Welcome to Machado Consulting where we are more than your IT department.

There are many different IT companies out there that you could choose to handle your account, but there’s only one that won’t see you as just an account. At Machado Consulting we prefer to think of our clients as partners, working together with the owners and employees to make that company the best it can be. Business owners have a lot on their plates. Leave the worrying about being up to date on the latest business technology and leveraging that technology up to us.
Maragal Medical is a full-service Physical Medicine Clinic in Leominster, Massachusetts, providing care and treatment to patients of all ages. Under the management leadership of Dr. Timothy Gallagher, Founder and CEO of Gallagher Chiropractic and Medical Wellness, and the clinical leadership of Dr. Michael Marciello, Medical Director, supervising physician and owner of Maragal Medical, the practice offers a wide range of services, including medical care, regenerative medicine injections, injection therapy including joint and trigger point injections, and rehabilitation.
Medical Collaborative

Carder Starr
sales@medicalcollaborative.com

PHONE 401-425-2430
100 Commerce Park Road #A
North Kingstown, Rhode Island 02852
www.medicalcollaborative.com

We are experts in medical supplies. Our roots in the business go back two generations, to the 1930’s, when our founders’ grandparents sold CVS, then just a candy store, their first pharmacy. Our business has evolved from a brick and mortar retail location, to a full service/extensive product line warehousing & distribution operation serving customers throughout the world.

At Medical Collaborative we manufacture and source over 1,000 medical supply items, such as masks, oxygen tubes, antiviral nitrile gloves, abdominal pads, medicine cups & disposable razors. We are a supplier to hospitals, medical offices, health-care facilities, tattoo parlours, government and education. Our wholesale division also works with retail reseller partners throughout North America.

Our administrative and warehouse operations are located by beautiful Narragansett Bay, in the Quonset Point Business Park, the former home of the Seabees Navy Construction Battalion.

With our extensive inventory and significant buying power, we offer our customers fast turnaround and low prices. We have a team of medical supply experts who are here to answer your questions and to help you with your medical supply needs. If we do not have a product you need, chances are we can source it for you.
Milestones Unlimited PC
Molly Lukason, Founder and President
mollylukason@yahoo.com
PHONE 508-277-2567
P.O. Box 129
Hopkinton, Massachusetts 01748

Milestones Unlimited, provides qualified assessment and referrals for a comprehensive array of services designed specifically for older adults, including specialized care for those with mental illness. We also offer therapeutic counseling services for our clients and their family members, focusing on all aspects of transitions and grief.
Morrison Mahoney

Joseph Desmond
JDesmond@morrisonmahoney.com

PHONE 617-439-7554
250 Summer St
Boston, Massachusetts 02210
www.morrisonmahoney.com

Morrison Mahoney LLP is a regional firm that is nationally recognized as a leader in the law in long term care litigation. From our representation of the nation’s largest ALF providers to the smallest, local providers, our attorneys strive to partner with our clients and provide individual attention to solve our clients' legal issues in a cost effective manner. Our attorneys have been on the cutting edge of the law concerning long term care issues over the last 20 years, with proven results in the court room and numerous successes in making favorable law in the appellate courts in favor of our clients. In addition to our defense of malpractice claims, our attorneys have practical experience in all aspects of long-term care litigation, including:

- Crisis management and oversight of investigation into abuse and neglect of residents
- Reviewing and advising on resident admission contracts and arbitration programs
- Handling appeals of involuntary discharges and evictions of ALF residents;
- Defense of civil enforcement actions involving Medicare/Medicaid fraud
- Representation of administrators, nurses, and CNAs in licensing board matters
- Assistance in preparing plans of correction and requests for informal dispute resolution
- Petitioning for guardianship and/or conservatorship on behalf of the facility for residents in need of these services
Murtha Cullina LLP’s attorneys provide quality, value and client-centered service. Our Long-Term Care Practice Group has significant experience in meeting the needs of nursing home, assisted living and senior housing providers, home health and hospice agencies. The firm represents nearly 200 for-profit and not-for-profit nursing homes and a large number of assisted living providers in Connecticut and Massachusetts. We serve as general counsel to the Connecticut Association of Health Care Facilities (CAHCF), the major Connecticut nursing home association, and the Connecticut Assisted Living Association (CALA). This strong long-term care client base has allowed us to develop significant knowledge and in-depth attorney staffing to meet our long-term care clients’ needs. Our interdisciplinary team approach provides our clients with attorneys experienced in all types of legal issues affecting long-term care providers. This range and depth of experience assures quality legal services specifically designed to meet the needs of providers. Our attorneys advise and represent providers regarding all aspects of long-term care, including: Regulatory and risk management, Acquisitions and sales, Commercial and tax-exempt financing, Licensing HIPAA and corporate compliance, Medicare and Medicaid Audits/Reimbursement, Collections and evictions, Work-outs and restructuring, Litigation/Labor and employment/OSHA/Immigration. The firm also advises not-for-profit providers regarding corporate governance and tax-exempt status.
Since 1983, National Development has developed over 28 million square feet in over 45 communities throughout the region. In addition, the firm manages over 9 million square feet of assets and over 2,400 apartment units.

Whether it’s an early “back of the envelope” financial analysis or a first look at an existing conditions plan, we don’t approach real estate with preconceived notions. Our team prides itself on creating innovative, outstanding projects.
Cranberries are one of Mother Nature’s Superfruits! With powerful nutrients and well-documented health benefits, the cranberry can play an important role in a balanced diet and healthy lifestyle. The healthfulness of the cranberry begins at the farm. Here, at Ocean Spray, we have more than 700 cranberry farmers pouring their hearts into growing the fruit every day.

Why are cranberries good for you? Small, but mighty, this Superfruit promotes many unique health benefits from the inside out. Among the more well-known benefits are the anti-bacterial properties that help prevent certain bacteria from sticking within the body and causing urinary tract infections. The cranberry is also naturally low in sugar and packed with antioxidant polyphenols. In addition, the cranberry contains essential vitamins, minerals, dietary fiber and more!

Ocean Spray® offers a wide variety of foods and beverages that can help add cranberry benefits to people’s diets.
Onsite Dental Care / Onsite Hearing Care

Fran Maxner
fmaxner@onsitedentalcare.net
PHONE 800-632-0306    FAX 781-846-7789
1538 Turnpike St #101
North Andover, Massachusetts 01845
www.OnsiteDentalCare.net

Our team of healthcare professionals bring the very best dental care directly to assisted living communities in New England. Our focus is to provide compassionate dental care for health and wellbeing.

We use state-of-the-art mobile dental equipment and technology to provide full-service care to residents in assisted living communities.

We focus on what’s most important to the residents and their caregivers: convenient and high quality dental care that’s compassionate...for both health and wellbeing.

Our mission is to care, respect and advocate for the residents in assisted living communities we serve.
Partners Pharmacy

Gene Memoli
gene.memoli@partnerspharmacy.com
PHONE 774-556-1685   FAX 877-931-9111
181 Cedar Hill Street
Marlborough, Massachusetts 01752
www.partnerspharmacy.com

Partners Pharmacy provides a variety of Medication Management solutions which include a systematic review for high-cost medications to determine appropriateness of therapy and opportunities for cost containment.

Partners Pharmacy has extensive experience supporting the facilities we service in their conversions to eMAR, EMR and electronic order entry. We currently service thousands of beds—completely electronically—via a variety of third-party software applications (PCC, iMAR, SigmaCare and many others).

Partners is committed to working with the facilities we service to address the educational needs of facility staff, including regional educational symposiums, online education, facility in-services, IV training classes and physician education.
Podiatry HouseCalls, Inc.

Cheryl Comeau
masspodiatrist@podiatryhousecalls.org
PHONE 617-690-842  FAX 856-345-9065
67 Washington Street
Havehill, Massachusetts 01832
www.podiatryhousecalls.org

Podiatry HouseCalls, Inc is a provider of On-Site Podiatry services for seniors in senior living communities.

We are passionate about making foot care more accessible and manageable for your residents, as their well-being is always our first priority.

With Podiatry HouseCalls’ dedicated and experienced Onsite clinical service team no one is better equipped to serve you.

Our ultimate goal is to provide care that ensures your residents have the best quality of life possible.

All our podiatrists and staff are tested regularly for COVID-19

We accept all health insurance plans.
Imagine a Care Continuum where data silos do not exist. There are no boundaries between care settings.

The PointClickCare Cloud enables you to confidently connect, communicate, and access the insights, partners, and tools needed to achieve the outcomes you want.

Get the insights you need, when and as you need them. Make faster, more confident decisions, regardless of your care setting. By eliminating data silos, we enable you to care confidently.

Powering a connected cloud that delivers value where it’s needed most. By breaking down silos across the care continuum, we enable meaningful communications and data exchange, delivering the unmatched tools and insights to ensure our customers are confident and connected.
Rehabilitation Associates Inc.

N. H. Thisse
NHThisse@rehabma.net
PHONE 781-762-0703  FAX 781-762-2099
80 Access Road
Norwood, Massachusetts 02062
www.rehabassociates.com

Rehabilitation Associates is a small family owned business that has been helping seniors for over 45 years. Founded in 1966 Rehabilitation Associates owns and manages nine small, home-like rehabilitation & skilled nursing centers, as well as an outpatient rehabilitation center.

All of our facilities are located within Eastern Massachusetts.

We are unique to the health-care industry in that all of our facilities are small and home-like, with each accommodating between 31 to 53 residents. The benefit of this is simple...the fewer patients there are to care for means there will be more time for caregivers to be focused on you or your loved one. This allows our care-givers to become better acquainted with your strengths and needs for a speedy recovery.
Resident Salon Services

Bart Boncaldo
bboncaldo@ressalon.com

PHONE 781-848-1515  FAX 781-848-6661
1382 Pleasant Street
Weymouth, Massachusetts 02189
www.ressalon.com

Resident Salon Services provides on-site salon services to retirement communities, assisted living facilities, long term care centers, and nursing homes. Services include salon and spa set-up, management, and staffing, as well as special events for residents, staff, and prospective residents.

Resident Salon Services can assist in the creation of custom-made programs to the specific needs of your community. Whether you want to market to potential residents, show appreciation for employees, or have a special resident event, we will work with you to create a program that satisfies your needs.
RX2Live offers multiple programs and services which assist senior care facilities with improving resident care and increasing revenue. We do this through utilizing customized programs that fit into the flow of what your facilities are already doing with most programs costing little to nothing to implement. Bettering resident outcomes, improving doctor-resident-facility communication and generating new income streams is what has led us to be named a top 50 Health Care Company in 2019 by the IFAHC. We would welcome an opportunity to discuss how we may be able to partner with you.
SafetyNet

Ralph Poland
rpoland@safetynettracking.com
PHONE 877-434–6384
110 K St #330
Boston, Massachusetts 02127
www.safetynettracking.com

SafetyNet - Protecting People at Risk of Wandering

SafetyNet offers a radio frequency tracking device operated by Law Enforcement in MA and 20 other states. In MA alone there have been over 650 calls for search & rescue of missing SafetyNet clients, all successful. SafetyNet also offers a GPS Smart Watch that helps guardians contact, locate, monitor and protect their loved ones. And a Medical ID bracelet unlike any other with 24/7 monitoring and special facility volume pricing and custom logo design available.

Please go to our website under “Products-GPS” for detailed info and RFID for detailed info on the RF Tracking System and ID bracelet program.

www.safetynettracking.com
Sallop Insurance Agency

Elizabeth Finn-Elder, CPCU
efinnelder@sallop.com
PHONE 617-488-6613   FAX 617-488-6601
25 New Chardon Street
Boston, Massachusetts 02114
www.sallop.com

Since the earliest days of Mass ALA’s work in Massachusetts, Sallop Insurance has been a trusted advisor to the organization and its membership. Sallop is an experienced insurance brokerage and risk management provider specializing in the Aging Services and other healthcare industries including life sciences and medical devices. From large multi-location operators to small single residences, for profit and non-profit alike, Sallop Insurance can assist you and your organization with its comprehensive property and casualty insurance needs. We welcome the opportunity to speak with you and would be happy to provide references of our work with your fellow MA operators.
Securitas

Paul Durkin
paul.durkin@securitasinc.com

PHONE 508.898.9333  FAX 781-828-9419
134 Flanders Road, Suite 300
Westborough, Massachusetts 01581
www.securitasinc.com

Securitas is a knowledge leader in the security industry. As the needs of our customers are ever-changing, we have evolved into delivering traditional security via modern and convenient technology adapting to the new normal post COVID-19. Senior living communities face particular and ongoing challenges with regards to our current global environment, both in times of crisis and in times of relative calm.

Whether you need one guard at a reception desk, or a team of security officers to maintain a safe environment at your facility, Securitas can provide the security you need with the ease and efficiency you desire. Our tenured security experts will perform a thorough Risk Assessment of your facility and recommend any combination of security services based on your unique needs:

- Access Control
- Temperature Screening
- Social Distance Enforcement
- Security Guard Patrols
- Reception/Concierge Duties
- Loss Prevention
- 24/7 Remote Monitoring
- Emergency Response/Life Safety (EMTs)

Securitas USA devotes extensive time and resources to hiring, training, developing and retaining our officers to achieve a level of service that we are proud to offer. We know that every business environment has different security needs, which is why we have leveraged our knowledge and expertise to develop a variety of guarding functions to meet your specific requirements.

Our Family Works Around the Clock Protecting Yours

800-225-6146 | www.securitasinc.com
Senior Living Advocates is an independent organization providing advocacy, support, expert advice, and assistance in navigating a complicated healthcare system for seniors and their families. Our personalized approach is most needed when seniors are facing chronic healthcare issues that require sensitive coordination of services, follow-up, and ongoing monitoring. Our interdisciplinary team provides a gamut of services from nurse case management, Alzheimer’s and Dementia consultation, home safety and medication assessment, consultation and placement services, crisis management, support at medical appointments, personal care services, transitional support from a hospitalization, to ongoing monitoring and appropriateness of an individualized care plan. Senior Living Advocates additionally offers inservice education services for healthcare organizations who seek to meet the training requirements of state regulations.
Serlin Haley provides a full spectrum of lobbying services across all 50 states, including: political capital analysis, strategy development and plan implementation, on-the-ground advocacy, policy monitoring, coalition building, trend analysis and reporting, regulatory compliance, and lobbyist registration and reporting.

We lobby hard on our clients’ behalf to achieve their goals. With our guidance, these organizations are able to make the most of the current political and regulatory landscape, as well as to mitigate any damage and, where possible, to turn setbacks into new opportunities.

We guide our clients through all registration and reporting requirements, thus safeguarding them against any fines and penalties incurred by advocating before legislatures and other agencies.
South Coast Improvement Company

Gareth Williams
Gareth.oneill@southcoastimprovement.com
PHONE 508-748-6545  FAX 508-748-6549
13 Marconi Lane
Marion, Massachusetts 02738
www.southcoastimprovement.com

South Coast Improvement Company is trusted across a variety of sectors thanks to our extensive experience and professionalism. We focus on a smooth, seamless experience for every client and pride ourselves on efficiently and professionally handling unexpected problems, understanding the business needs of our clients and adhering to code and compliance.
The Congress Companies
Edward Dann
edann@congressconstruction.com
PHONE 978-535-6700  FAX 978-535-6701
2 Bourbon Street
Peabody, Massachusetts 01960
www.congresscompanies.com

The Congress Companies is a Construction Management Company specializing in the Senior Living and Healthcare market sectors throughout New England, New York, and New Jersey. Congress provides a full spectrum of construction services including Construction Management, Pre-Construction strategy, Design/Build Turnkey, Real Estate Development, and Building Commissioning.
The Moody Street Group

John Breedlove
jbreedlove@moodystreet.com
PHONE 617-916-5155    FAX 617-916-5157
134 Rumford Avenue, Suite 201
Newton, Massachusetts 02466
www.moodystreet.com

The Moody Street Group, LLC, a general agency of the companies of OneAmerica®, offers a variety of insurance and financial products and services to individuals, executives, professionals, and business owners. The Mission of the Moody Street Group, LLC, is to assist clients in reaching their personal and business goals and helping to secure their financial future with appropriate financial services based on their needs and values. Our associates are carefully trained and have backup and support, both locally and nationally, in each of our products and services.

We are an organization committed to excellence in serving our clients with Creative Values-Based Financial Strategies.
The Washington Trust Company

Scott McCaughey
samccaughey@washtrust.com
PHONE 401-654-4872 FAX 401-348-1326
10 Weybosset Street
Providence, Rhode Island 02903
www.AskWashTrust.com

We take pride in helping our customers reach their financial goals and serving our local communities.

Founded in 1800, Washington Trust is the oldest community bank in the nation, the largest state-chartered bank headquartered in Rhode Island, and one of the Northeast’s premier financial services companies. Washington Trust offers a comprehensive range of financial services, including commercial banking, mortgage banking, personal banking, and wealth management and trust services through our offices located in Rhode Island, Connecticut, and Massachusetts. In 2019, Washington Trust was named as one of the Best Banks To Work For by American Banker® and one of Providence Business News’ Best Places To Work for the 9th consecutive year. In 2020, Washington Trust was named as the best and only Rhode Island bank on Forbes magazine’s list of Best-In-State Banks
As a town department the Needham Council on Aging is charged with serving Needham’s 60 plus population and their families, by addressing diverse aspects of aging service interests, concerns and needs. The functions of the department are not confined by walls. We fulfill our mission as a true community partner by delivering programs and services in a variety of places, and wherever it is needed throughout the town. The Council on Aging also offers a variety of programs and services five days a week at the nationally accredited Center At The Heights.
Traditions Home Health Services is the premier home care company serving the greater Boston area, Eastern Massachusetts and Cape Cod that focuses on your loved one’s joy and bringing meaning and purpose to their life. We bring personalized, compassionate and safe care to seniors of all backgrounds in the comfort of their own homes, assisted living facilities and nursing homes. We offer several unique specialized programs.

Our Alzheimer’s and Dementia Care programs offer individualized care for those for whom staying in their home is a priority. From brain flexing to physical activity to in-home massage, we make sure their bodies, minds and feelings are cared for.

Hospice Care: Our specially trained caregivers offer compassion and sensitivity to families dealing with end of life needs. We have extensive experience with pain and medication management, providing comfort and help to families as well as the patient.

We consistently go above and beyond for all of your family and your loved one. Our personalized concierge services bring your community—your life—to you.
Triad Advertising Corp. / Red Ball Promotions

Joe Emerson
je@triadadvertising.com
PHONE 781-828-9290    FAX 781-828-9419
1017 Turnpike Street, Suite 32
Canton, Massachusetts 02021
www.triadadvertising.com

What started 20+ years ago with 3 people in one room is now an agency group 3 companies strong, all working together to help our clients think success. Our three companies include Triad Advertising, 5HD, our digital agency, and Red Ball Promotions—our clients’ source for anything and everything you can brand. One call to Triad’s account service team, and you’ll have the resources of all 3 companies at your service to grow your brand. It’s that simple. You’ll never find a harder working, more caring group. We’re in this together. Your success is our success.

At Triad, we’ve spent the past 20 years discovering what motivates patients, residents, guests, and students. Really, what motivates us all – since we’re all patients, residents, guests, and students throughout our lives. Sure, we know media. We set brands apart. But most of all, we know people.

With business-first creativity, we bring strategy, branding, and advertising together to help our clients think success. How? Through the emotional connections that compel us all to choose a place to stay, a place to live, or a place to better ourselves.
Vantage Healthcare

Jamie Elliott
jelliott@vantagehcs.com
PHONE 781-867-2050  FAX 781-867-2040
45 Dan Road
Canton, Massachusetts 02021

Vantage Healthcare is your full-service medical practice bringing the doctor’s office to you. We have doctors, physician assistants, and nurse practitioners on staff. You’ll be treated in the comfort of your own residence, assisted living or memory care facility for any problems, conditions, and/or injuries for which you would normally go to a primary-care physician. We also offer an online patient portal to keep patients and healthcare proxy up to date on medications, conditions, and upcoming appointments. We will manage the medical care for homebound individuals with chronic conditions such as Diabetes, Parkinson’s, Alzheimer’s, Strokes, & COPD. We can also provide medical care for minor emergencies, such as, flu, cough & colds, nausea, sprains, and falls.
VoiceFriend

Bruce Baron
bruce.baron@voicefriend.net

PHONE 781-996-3123 FAX 781-916-9024
950 Watertown St, Suite #7
Newton, Massachusetts 02465
www.voicefriend.net

VoiceFriend is the leading provider of automated notifications and voice technology to senior living communities. Communities using VoiceFriend have increased resident and family attendance at activities, staff productivity and prospect attendance at events. VoiceFriend’s Amazon Alexa skills enable residents to become further engaged in the community, while improving their health and wellness.

For regional or corporate executives, VoiceFriend now offers multi-site messaging capabilities. This feature enables executives to send alerts, notifications and reminders to one or more communities from a corporate dashboard. It allows corporate personnel to control content of vital messages to families and it’s great for sending corporate instructions or uplifting and thankful notes to staff at various communities.

“VoiceFriend positively impacted Herrick House in many ways. Attendance at activities increased, resident satisfaction improved, and staff are more productive. Looking back, I can’t believe we did not implement VoiceFriend sooner. Even at a high touch community, residents and families appreciate the automated telephone reminders they receive.” - Nancy Moore, Executive Director at Herrick House and Board Officer, Mass-ALA

“VoiceFriend has been an essential tool during the pandemic. Thank you so much for such an innovative design”. - Eric Borgeson, CTO, SALMON Health and Retirement
WellAware Care’s mission is to enable elders and infirmed to choose where and how they live, with the highest quality of life, as safely and affordably as possible. The technology systems from WellAware Care, which utilize simple devices and sensors, are designed to supplement conventional caregiving. The systems are contactless and non-invasive wherever possible, thereby enhancing the environmental safety for residents, as well as caregivers. WellAware Care has addressed one of the biggest potential hazards for elders and infirmed, the possibility of falling, with our unique non-invasive fall detection system. The SleepSound sensor system detects when a resident leaves their bed, lighting the pathways to the bathroom, and sending an alert when the person does not return to bed in a timely manner. This sensor system is coupled with a state of the art imaging system that allows the caregiver to see in real time where the resident is and to insure that they are safe or in need of further assistance. The sleep sound system also measures vital signs and is capable of evaluating the quality of sleep. Other capabilities that will be added to the WellAware Care system include smart medicine dispensers that send an alert in the event of missed medication, as well as incontinence sensors, glucose monitors, and remote stove shutoffs. The easy to use dashboard tablet serves as a communication portal for the resident and the caregivers, establishing a rapid link to a doctor, pharmacist, caregivers, as well as family and friends. Our systems are designed to be portable, and they can be moved to any location where broadband internet exists. In addition to the features described, additional capabilities will be added, and they can be incorporated into an existing WellAware Care system at a nominal cost.