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Please note that this is the Master Database, there is a separate worksheet in available database and link on our pending Web site for each category below. Some categories contain general and specific recommendations for selection of a vendor in that category.

Accountants-All or the majority of the firms included also complete costs reports required for SNF facilities, and the majority have experience in accounting for nonprofit operators.

Accreditation & Education-Includes schools for advanced degrees, continuing education, accreditation, training and industry publications.

Activities-Includes misc. activities requiring products, as well as Cable TV sources. Most activities only require a local supplier or vendor.

Admissions/Marketing-See Consultants as well for marketing support.

Appraisers-While all included are experienced in Senior Housing and/or Long Term Care, if your purpose in obtaining debt or equity, you will have to rely on the appraiser selected by your lender.

Architects-While there is no category for engineers, Architects can both offer suggestions in that regard as well as organize or lead the development team that includes all engineers.

Associations-Separated into the following six categories based on their focus.

- * National
- * Statewide - Long Term Care
- * Statewide - Senior Housing/Nonprofit
- * Trade Associations
- * Professional Associations
- * Other Associations

Attorneys-There are many firms that include healthcare and long term care specialties, with a minority included in this category.

Bathing Systems and Products

Builder/Developer

Business Office/Documentation/Medical Records

Clinical Misc. Equip.-See other categories for various clinical services and products

Clinical Misc. Services

Clinical/Incontinence

Clinical-Wound Care/Skin Care

Consultants-Consultants are separated in the following eight separate categories based on their focus with either SNF, ALF or SH, or if they provide services for the entire continuum of care, as well as separated by those that offer comprehensive services or a defined service. Many overlap, therefore 21 of the overall total of 126 are included in two categories.

- * SNF Comprehensive Services
- * SNF Defined Service
- * ALF Comprehensive Services
- * ALF Defined Service
- * SH Comprehensive Services
- * SH Defined Service
- * Full Continuum Comprehensive Services
- * Full Continuum Defined Service
- * Nonprofit

Consumer Websites and Publishers-many valuable to operators in marketing their facilities.

Equipment-Patient Care

Equipment-Patient Lifts

Equipment/Telecommunications

Environmental/Infection Control

Fire Protection

Food/Nutrition/Supplements

Food Service Management

Furniture-includes mattresses and beds. See Clinical/Wound care for pressure relief mattresses.

Group Purchasing Services-Many State Associations also offer group purchasing.

Housekeeping Services

HR, Benefits, Payroll and Time Clocks-Includes background checks and employment assessments.

Insurance/Risk Management-Unless noted otherwise, the insurance companies provide liability insurance and other lines of coverage.

Laundry and Linen

Laundry/Equipment

Medical and Surgical Supplies

Medical Waste Removal

Patient Care/Services-services vary from medical, dental and specialty areas such as dialysis.

Patient Safety-Includes Emergency Response Systems, Nursing Call Systems, Fall Prevention Equipment, and Wandering Prevention.

Pharmacy

Property Maintenance and Supplies-Including maintenance support services, flooring, wall systems, misc. equipment and day to day supplies for maintenance department.

Radiology/Portable X-Ray

Real Estate Brokers and Landlords

Social Services & Mental Health

Software- Includes those that provide products for SNF, ALF, Senior Housing and the entire continuum, and is noted as such, as well as specialty software vendors for billing, therapy and other areas. This category also includes intranet providers and website designers, with additional website designers in admissions/marketing. There are four sub-categories, as follows:

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- * SNF Focus
- * ALF Focus
- * Senior Housing Focus
- * Full Continuum

Staffing/Recruitment

Therapy Equipment and Supplies

Therapy Services

Transportation

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
	Consultant	City	State	Phone	Fax	Cour.	Contact	Last	Title	Note	2nd Contact	Title		Email address	Website
1															
2															
3	This is a sample-All categories are included														
4	and some sample vendors or professional														
5	samples are throughout.														
6															
7	Accountants														
8															
9	Frost, Rutenberg & Rothblatt, P.C.	Chicago	IL	312-263-4455	312-419-6689		Jeremy Brunce		Manager, Healthcare	regional firm				brunce@frownline.com	www.frownline.com
10															
11	Accreditation & Education														
12															
13	Care2Learn.com			941-747-5060	941-747-5080					accred. Cont. educ.				Edie@Care2Learn.com	www.care2learn.com
14															
15	Activities														
16															
17	Admissions/Marketing														
18															
19	GlynnDeVins	Overland Park	KS	913-491-0600	913-491-1369					marketing and advertising					www.glynndevins.com
20															
21	Appraisers														
22															
23	GVA Marquette Advisors	Minneapolis	MN	612-335-8888	612-334-3022					national scope					www.gvamarquettedevins.com
24															
25	Architects/Interior Design														
26															
27	The Architectural Team	Chelsea	MA	617-889-4402	617-884-4329					Regional, SH and Historic				info@architecturalteam.com	www.architecturalteam.com
28															
29	GGLO, LLC	Seattle	WA	206-467-5828	206-467-0627					Northwest and CA					www.gglo.com
30															
31	Associations and Industry Publications														
32															
33	National														
34															
35	The American Geriatrics Society	New York	NY	212-308-1414	212-832-8646					Education and resources				info@americangeriatrics.org	www.americangeriatrics.org
36															
37	Statewide - Long Term Care (SNF or SNF/ALP)														
38															
39	California Assoc of Health Facilities	Sacramento	CA	916-441-6400	916-441-6441		James Gomez	President		members by region and affiliates				jgomez@cahf.org	www.cahf.org
40															
41	Statewide - Senior Housing/Nonprofit														
42															
43	Trade Associations														
44															
45	Association of Marketing and Sales Executives in Se	Libertyville	IL	800-828-8225	847-816-8662					senior housing marketing					www.seniorprograms.com
46															
47	Professional Associations														
48															
49	American Assisted Living Nurses Association	Napa	CA	707-252-3411	707-252-3413					ALF education for Nursing					www.alnursing.org
50															
51	Other Associations														
52															
53	Attorneys/Law Firms														
54															
55	Blank Rome, L.L.P.	Washington	DC	202-772-5813	202-496-3415		Kathleen McDermott			Large national firm				mcdermott-k@blankrome.com	www.blankrome.com
56															
57	Bathing Systems and Products														
58															
59	Rane Bathing Systems	Ephrata	PA	888-880-7373	717-733-3947					Bathtubs and Bathing Systems				info@ranetubs.com	www.ranetubs.com
60															
61	Builder/Developer														
62															
63	Rodgers Builders, Inc.	Charlotte	NC	704-537-6044	704-535-0055		Bob Manning			Eastern US, full continuum					www.rodgersbuilders.com
64															
65	Business Office/Documentation/Medical Records														
66															
67	Carstens	Chicago	IL	800-782-1524	708-669-1559					Patient Charts				info@carstens.com	www.carstens.com
68															
69	Clinical/Misc. Equip. (see other categories)														
70															
71	Arkway	Minneapolis	MN	952-646-3200	952-646-3210					Glucose Monitoring, urine testing					www.arkwayusa.com
72															
73	Clinical Misc. Services														
74															
75	American Renal Associates	Beverly	MA	877-997-3625			Rebecca Throop	Marketing Director		Renal Care and Dialysis Services-13 states				rthroop@americanrenal.com	www.americanrenal.com
76															
77	Clinical/Incontinence														
78															
79	Stay-Dri System	Livermore	KY	800-248-3519	270-278-5202					Incontinence, reusable pads and monitors					www.staydri.com
80															
81	Clinical/Wound Care/Skin Products														
82															
83	Genzell									various wound care products					
84															
85	Consultants														
86															
87	SNF - Comprehensive Services														
88															
89	Next Wave, Inc.	Albany	NY	518-452-3351	518-452-3358		John Shaw	President		regional LTC operations and finance					www.nextwave.info
90															
91	SNF - Defined Service														
92															
93	Brow-Speth & Associates	Forest Grove	OR	503-357-9185	503-357-9267		Ms. Patrice Speth			SNF - clinical educ.				Patrice@browspeth.com	www.browspeth.com
94															
95	ALF - Comprehensive Services														
96															

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1	Consultant	City	State	Phone	Fax	Cour.	Contact	Last	Title	Note	2nd Contact	Title		Email address	Website
97	ALF - Defined Service														
98															
99	Pinnacle Consulting	Salt Lake City	UT	801-293-0700			Mr. Stan Magleby		CEO	marketing, online cust.Satis.					www.pinnacle-focus.com
100															
101	SH - Comprehensive Services														
102															
103	Jean Moreau & Associates	Annapolis	MD	410-268-9100	410-268-0885		Ms. Jean Moreau		President	Senior living market research plus, NP focus				moreau@jeanmoreau.com	www.jeanmoreau.com
104															
105	SH - Defined Service														
106															
107	Vital Research, LLC	Los Angeles	CA	323-951-1670	323-653-0123		Harold Urman, Ph.D.		President	research, consumer satisfaction plus				urman@vitalresearch.com	www.vitalresearch.com
108															
109	Full Continuum - Comprehensive Services														
110															
111	Revere Healthcare	Carly	IL	847-516-4900	847-516-9941		Ms. Pamela Shumway		President	Operations consulting, 40 states	Grant Shumway	Reposition Consultant			www.reverehc.com
112															
113	Full Continuum - Defined Service														
114															
115	Moore Diversified Services	Fort Worth	TX	817-731-4266	817-738-2031		Mr. Jim Moore	Moore	CEO	varied consulting, publishing				jimmoore@m-d-s.com	www.m-d-s.com
116															
117	Services for Nonprofit Organizations														
118															
119	Third Age Consulting	Exton	PA	610-594-8105	610-594-8105					market and operational analysis +					www.thirdageconsulting.com
120															
121															
122	Consumers Web sites & Publishers														
123															
124	SeniorClix	Seattle	WA	800-448-5213	206-682-2901					ALF and SNF locator plus resources					www.seniorclix.org
125															
126	Equipment/Patient Care														
127															
128	MMI Med Carts	El Segundo	CA	800-437-6633	310-322-8617					Medication Carts					www.mmimedcarts.com
129															
130	Equipment/Patient Lifts														
131															
132	Sunrise Medical	Stevens Point	WI	800-826-0270	303-928-5489					Wheelchairs, Hoyer Lifts +					www.sunrisemedical-llc.com
133															
134	Equipment/Telecommunications														
135															
136	Empire Technologies	Freehold	NJ	888-711-5200	732-625-3280					Phone and voice systems					www.ontenise.com
137															
138	Environmental/Infection Control														
139															
140	Mt. Hood Chemical	Portland	OR	503-227-3500	503-225-9143					western US-laundry and housekeeping supplies					www.mthoodchem.com
141															
142	Fire Protection														
143															
144	Russell Phillips & Associates	Rochester	NY	585-235-0440	585-235-8703		Mr. Scott Aronson	Director, Marketing and Planning		National-Fire & Safety					www.phillipsllc.com
145															
146	Food/Nutrition/Supplements														
147															
148	HPC Food Service	South Windsor	CT	800-883-9800	860-583-3579		Jim Charbonneau	VP Marketing		New England and New York				jcharbonneau@hpcfs.com	www.hpcfs.com
149															
150	Food Service Management														
151															
152	Sodexo	Gaithersburg	MD	800-432-6663	860-325-1305		Mike Solomon	VP, Marketing Health Care		National Food Service, Laundry					www.sodexousa.com
153															
154	Furniture														
155															
156	Group Purchasing Services														
157															
158	UHF Purchasing Service	Milwaukee	WI	800-388-1233	414-908-6744					National					www.uhfpurchasing.com/
159															
160	Housekeeping Services														
161															
162	Healthcare Services Group, Inc	Bensalem	PA	215-639-8191	215-639-2152		Jim Keely	VP		Laundry, Housekeeping					www.hscorp.com
163															
164	HR, Benefits, Payroll & Time Clocks														
165															
166	Insurance/Risk Management														
167															
168	Lockton Insurance	Los Angeles	CA				Tim Noonan			National, extensive SNF, ALF and IL					
169															
170	Laundry/Linen														
171															
172	Laundry/Equipment														
173															
174	Southeastern Laundry Equipment, Inc.	Marietta	GA	800-522-9274	770-928-3263					GA, FL, AL minimum					www.selaundryequip.com
175															
176	Medical and Surgical Supplies														
177															
178	All Med Medical Supply	Westland	MI	800-434-2909	888-810-4410		Kim Sowieterman	Director of Marketing		Michigan and Ohio minimum				ksowieterman@amms.net	www.amms.net
179															
180	Medical Waste Removal														
181															
182	Stericycle	Lake Forest	IL	800-643-0240	847-367-9493		Mark C. Miller	President & CEO		Medical waste disposal, sharps - National					www.stericycle.com
183															
184	Patient Care/Services														
185															
186	Patient Safety														
187															
188	Healthsense	Mendota	MN	800-576-1779	952-400-0329					SH-Emergency Response Monitors				info@healthsense.com	www.healthsense.com
189	Secure Care Products, Inc.	Concord	NH	800-451-7917	603-227-0200					Wander Control Watch+					www.securecare.com
190															

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1	Consultant	City	State	Phone	Fax	Cour.	Contact	Last	Title	Note	2nd Contact	Title		Email address	Website
197	Pharmacy														
198															
199	Property Maintenance and Supplies														
199															
199	Tandus	Dalton	GA	800-248-2878	706-259-2179				Floor covering					www.tandus.com	
199															
199	Radiology/Portable X-Ray														
199															
199	Tri-State Mobile X-Ray	Pittsburgh	PA	412-881-9333	412-881-3522				PA, NY, OH					www.tristatemobilexray.net	
199															
200	Real Estate Brokers and Landlords														
200															
200	Social Services/Mental Health														
200															
200	Software and IT														
200															
200	SNF Focus														
200															
200	Virtual Care Provider, Inc.	Milwaukee	WI	800-407-6377	414-908-7398		Matt Rehmann	Director, Sales and Marketing	LTC integrated software		Mr. Loren Claypool	Managing Director		info@vcpi.com	www.vcpi.com
200															
200	ALP Focus														
200															
200	A.L. Wizard, Inc.	San Diego	CA	858-457-0566	858-457-3104		Mr. Rose Lochmann	CEO	AL Software		Michael Rainey	COO		www.alwizard.com	
200															
200	SH Focus														
200															
200	Full Continuum														
200															
200	zumBrunnen, Inc.	Atlanta	GA	404-601-4050	404-601-4051				Construction Consulting & Facility Assessment					www.zumbrunnen.com	
200															
200	Staffing/Recruitment														
200															
200	American Recruiters	FL Lauderdale	FL	888-353-9708	954-489-3036		Roy Lenz		SH & LTC with mgmt focus, large national firm					www.arcmail.com	
200															
200	Therapy Equipment and Supplies														
200															
200	KCI	San Antonio	TX	800-275-4524	210-255-6987				therapeutic beds and supplies		Catherine Burzik	CEO		www.kci.com	
200															
200	Therapy Services														
200															
200	Infinity Rehab	Wilsonville	OR	888-757-3422	503-570-9155		Donna Mueller	VP, Business Development	WA, OR, ID, IL, IN, OH		Bob Thomas	President		www.infinityrehab.com	
200															
200	Transportation														
200															
200															
200															

NOTES Notes to Senior Consulting Vendor and Professional Database

- 1 (1) This "Master Database" contains subsections for various types of vendors, consultants and professionals that provide services or products to Long Term Care Providers (subacute, rehab, skilled and intermediate nursing facilities, Assisted Living Facilities and personal care facilities) and Senior Housing (Senior Housing, Independent Living, Congregate Care, CCRCs and retirement communities). Please refer to the Table of Contents of this Database to find the subsection that best meets your needs. Hereinafter, the term "vendor" is applied to companies that provide services or products to the industry, as well as consultants and professionals of all types as listed in the Table of Contents. There are almost 1400 vendors as of this date in the Database, and there are expected to be over 2,000 when finalized. The Master Database will also be made available with each of the categories in the Table of Contents in separate worksheets.

- 2 (2) The Database contains national vendors or regional vendors of substance, those that provide services in many states. However, there are vendors that do not disclose where they do business. If not noted, then the vendor is a national vendor or gives no indication on their Web site or through our research that it is not a national vendor. Regional Vendors or confirmed multi-state vendors are noted, with the defined states they do business if that information is confirmed or available. Vendors in a single state are not included, except those that have a substantial presence in that particular state or have demonstrated the resources and commitment to expand services either directly or through active involvement in national associations.

(3) In all cases, vendors were called to obtain added information if not on their Web site or if available, faxed a request for information. If they did not respond to a first request, there was at least a second request. If they did not respond to a second request, then more detailed contact information was not included in the Database. We are firm believers in customer service that includes both an option to respond electronically at the convenience of a busy manager and the ability to reach a human being via phone or fax. We believe that customers deserve multiple options to communicate the way that best suits them, not the vendor. In this regard, bigger is not always better, as it was more difficult to obtain contact information from larger vendors on average, which was also the case for contact information for software vendors, educational resources and consumer information sources for seniors.

- 3 (4) National, Regional or Single State Vendor or Professional Considerations
There are differing benefits and issues when considering a national, regional or local vendor, depending on the product or service. For example, a national Pharmacy Provider may provide the best pricing, although service may be an issue if they do not have a regional distribution center close by. Another example is an accountant needed for Medicaid cost report preparation, where State specific experience is important, and therefore a national or regional accountant included in the Accountant subsection or worksheet of this Database may not be the best candidate for operators in certain states.

(5) In consideration of a vendor providing a product versus services, their location should be less of a consideration. Many vendors that provide services or products that require little or no onsite servicing or support are worthy of consideration even if they currently do not provide products/services in your area, provided references of other operators in various other locations, vendor commitment, pricing, resident benefits and staff comfort level are all considered.

(6) Some products and services are available from local vendors, with either no value added from a larger vendor or better service from a local vendor. Two diverse examples would be hospice services or paging services, and hence, there are limited vendors of these types and others where local vendors are easily accessible.

(7) Many regional vendors do not include information on the states in which they do business on their Web site. In some cases we called to confirm, in other cases we listed the state(s) they provide services at a "minimum." As former operators, we have found that in some cases you can find a vendor with great experience and references that has not done business in your state, but will offer added value to your facility(ies). One example is Gentell and other vendors that manufacture and supply skincare products.

- 5 (8) Research included the sponsoring vendors from the largest associations in the industry, the American Health Care Association (www.ahca.org and www.ahcaconvention.org), the Association of Homes and Services for the Aging (www.aahsa.org) and the Assisted Living Federation of America (www.alfa.org), as well as many other much smaller national associations, trade and professional associations, and independent research of all services and categories. Research also included the all State Associations affiliated with AHCA, AAHSA and ALFA, as well as trade and professional associations.

Both www.ahca.org and www.aahsa.org provide links to most of their affiliated state members, which is an added resource for many vendors in single states nationwide. Some of the other State Web sites and resources have been researched, and some are pending as of this date. Furthermore, some trade and professional association Web sites and resources have been researched, and some area pending as of this date.

- 6 9) While many vendors offer different services or products, with few exceptions, they are not duplicated in separate subsections or worksheets unless SC has confirmed a dual focus, which includes National Energy Services, Healthcare Services Group, Huntleigh Healthcare, Smith & Nephew, Senior TV, Invacare, Kinetic Concepts, Inc., Professional Services, MasterCare Patient Equipment, Inc., Idea Mid-America, Entegra Procurement Services, Caregiver Management Systems, T.H.E. Medical, Briggs, Schryver Medical, Inc., MedaStat, Graham-Field Health Products,

In addition, several consultants and software vendors are included in subcategories such as SNF and ALF.

Sunrise Medical, HHA Services, Consensus, Kendall Laboratory are included in three categories.

- 7 With consolidation, there are either several national or smaller regional vendors, with pharmacy the best example, as OmniCare and PharMerica dominate the marketplace.

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