



Meet our Exhibitors!

Expo & Awards Reception

April 10th - 4:30pm-7:00pm

Portsmouth Harbor Events – 100 Deer St, Portsmouth, NH 03801

Allen & Major Associates, Inc. Booth # 21 (Bronze)

400 Harvey Road, Suite D

Manchester, NH 03103

www.allenmajor.com

Robert Clarke, PLA, ASLA - Principal

603-627-5502

rclarke@allenmajor.com

Allen & Major Associates, Inc. (A&M) provides site civil engineering, land survey, and landscape architectural services for senior living, healthcare, rehabilitation facilities and master planned communities.

BB&T Capital Markets, Booth # 2 (Bronze)

101 Arch Street, Suite 1520

Boston, MA 02110

www.bbtcapitalmarkets.com/healthcare

Roger Randall, II, Senior Vice President

617-316-1303

rrandall@bbandtcm.com

BB&T Capital Markets offers comprehensive investment banking solutions for CCRC's, independent living, skilled nursing and assisted living communities.

C.E. Floyd Company, Inc., Booth # 14 (Bronze)

135 South Road

Bedford, MA 01730

www.cefloyd.com

Jessica Harris, Business Development Manager

781-325-0118

jharris@cefloyd.com

We are a general contractor/construction manager in Bedford, MA and Middletown, CT. We build relationships with partners who value service and have worked on 51 senior living campuses in New England. Recent clients include Hunt Community, LCB and Epoch.

CLA (CliftonLarsonAllen LLP), Booth # 18 (Silver)

300 Crown Colony Drive, Suite 310

Quincy, MA 02169

www.CLAconnect.com

Timothy Jalbert, Manager

617-984-8100 x14433

timothy.jalbert@CLAconnect.com

CLA exists to create opportunities for our clients, our people, and our communities through industry-focused wealth advisory, outsourcing, audit, tax, and consulting services. With more than 6,100 people, 120 U.S. locations, and a global affiliation, we promise to know you and help you. For more information visit CLAconnect.com. *Investment advisory services are offered through CliftonLarsonAllen Wealth Advisors, LLC, an SEC-registered investment advisor.*

The Compliance Store, Booth # 20 (Gold)

355 Industrial Park Blvd

Montgomery, AL 36117

www.thecompliancestore.com

Brandon Stephens, National Sales Executive

877-582-7347

Brandon.stephens@thecompliancestore.com

Since 2010, The Compliance Store has been the only comprehensive web-based regulatory compliance management resource for long-term care. Our website supports providers across the nation and helps them spend more time with their residents, rather than doing paperwork and research. We provide anytime access to regulatory and government agency information, update alerts, education, tools, and templates tailored specifically for long-term healthcare. The Compliance Store is owned by long-term healthcare providers who take pride in being a family-owned company with nationwide reach.

Daniels Equipment Company, Booth # 24 (Bronze)

45 Priscilla Lane

Auburn, ME 03032

www.danielsequipment.com

Lisa Mahan, Executive Sales Coordinator

800-258-3571

sales@decequip.com

Daniels Equipment is your Total Laundry Solution. We provide all of your equipment, service, parts, ozone, and chemistry for the laundry room.

EGA, P.C., Booth # 16 (Bronze)

1 Vernon Street

Newburyport, MA 01950

www.ega.net

Gerry Menke, CEO

978-462-5515

gmenke@ega.net

EGA is an architectural design firm specializing in the design of senior living environments. EGA is a nationally recognized leader in the senior living field.

Engelberth Construction, Booth # 3 (Bronze)

70 Commercial Street, Ste. 202

Concord, NH 03301

www.engelberth.com

Jim Rose, Director of Business Development

603-873-4144

jim.rose@engelberth.com

Engelberth has successfully completed a wide array of project types ranging from small scale to major expansions at some of the finest healthcare facilities and institutions. We pride ourselves on providing accurate and reliable information, superior service, quality construction, achievable project goals, and most important, the confidence that our clients are receiving the best value for their construction dollar.

ESL Distributing, LLC, Booth # 7 (Bronze)

16 Main Street

Pittsfield, NH 03263

www.esldistributing.com

Eric LaRoche, President

603-435-7521

Eric@esldistributing.com

Providing customers with Wandering systems, emergency call and Resident Safety Solutions. Secure Care Wandering systems, Philips Carepoint Resident Safety System, Dahua High Definition camera systems, Tektone Nurse Call Systems.

Fred C. Church Inc., Booth # 29 (Silver)

41 Wellman Street

Lowell, MA 01851

www.fredcchurch.com

Tom Rogers, Vice President – Health and Human Services Practice Leader

978-322-7237

trogers@fredcchurch.com

Fred C. Church provides Risk Management, Property and Casualty Insurance, and Employee Benefits Programs for healthcare and human service providers throughout New England.

Gawron Turgeon Architects, P.C., Booth # 8 (Bronze)

29 Black Point Road

Scarborough, ME 04074

www.gawronturgeon.com

Mary E. Turgeon, CHID, IIDA, LEED AP ID+C, Principal

207-883-6307

mturgeon@gawronturgeon.com

Gawron Turgeon Architects, P.C. (GTA) is an award-winning design firm offering architecture, interior design, landscape architecture and master planning services. We design spaces for healthcare, senior living, municipalities, corporations, financial institutions, auto dealerships and non-profits.

Geriatric Medical, Booth # 4 (Bronze)

28 Torrice Drive

Woburn, MA 01801

www.gerimed.com

Brenda Demirjian, Strategic Account Manager

603-944-0130

brenda.demirjian@gerimed.com

Premier distributor of medical supplies and equipment. Online innovative solutions for cost reduction, operational efficiency and CE education improving quality outcomes.

Glendale Senior Dining, Booth # 10 (Bronze)

749 East Industrial Park Drive

Manchester, NH 03109

www.glendalesdiningservices.com

Todd Lindsay, Director of Business Development

603-437-0200

tlindsay@glendaleseniordining.com

Glendale Senior Dining is a quality-driven dining management services company dedicated to not-for-profit senior living communities throughout the northeast.

Guardian Pharmacy of Maine, Booth # 15 (Silver)

3 Business Parkway, Suite 2

Brunswick, ME 04011

www.guardianpharmacymaine.com

Tracey Taylor, Sales/Marketing Representative

207-373-9077 ext. 2235

tracey.taylor@guardianpharmacy.net

We are an exclusively long term care pharmacy located in Brunswick, Maine that provides pharmacy services to nursing facilities, assisted living communities, ICF, and group homes in Maine and New Hampshire.

Hillyard, Inc., Booth # 1 (Bronze)

1070 Holt Avenue

Manchester, NH 03109

www.hillyard.com

Dan Smith, Sales Manager

603-785-6819

danielsmith@hillyard.com

Providing air purification, hand hygiene disinfectants, and workloading, Hillyard is the best solution for customers wanting clean, safe, healthy facilities at the lowest total cost.

HJ Sims, Booth # 13 (Bronze)

2150 Post Road, Suite 301

Fairfield, CT 06824

www.hjsims.com

Andrew Nesi, Executive Vice President

203-418-9057

anesi@hjsims.com

Since 1935, HJ Sims has raised \$24+ billion in senior living financings nationally. We are a full-service investment bank specializing in tax-exempt and taxable bonds, mezzanine loans, equity, seed capital, bank financing, and FHA-insured loans.

Johnson Kendall Johnson, Booth # 30 (Silver)

109 Pheasant Run
Newtown, PA 18940
www.jkj.com
Patrick J. Mullen, Vice President
215-579-6428
pmullen@jkj.com

Insurance, Risk Management, and Employee Benefits Brokerage firm specializing in the Senior Living Industry, working with 200 senior living communities in 18 states.

JSA, Inc., Booth # 12 (Bronze)

273 Corporate Drive, Suite 100
Portsmouth, NH 03801
www.jsainc.com
Anne Weidman, Business Development/Community Outreach
603-239-1282
aweidman@jsainc.com

JSA Inc. Architects and Interior Designers create enriching environments that allow seniors to enjoy life to the fullest, integrating wellness and safety with physical and social activity.

Lavallee Brensinger Architects, Booth # 19(Silver)

155 Dow Street, Suite 400
Manchester, NH 03101
www.lbpa.com
Joan Eagleson, Principal
603-622-5450
Joan.eagleson@lbpa.com

Through thoughtful, informed design, Lavallee Brensinger Architects Senior Living Studio creates environments that empower and inspire, helping our client's residents enjoy richer, fuller lives. Our passionate group designs spaces and supportive amenities that enable greater independence, encourage wellness, and incorporate safety.

McKesson Medical-Surgical, Booth # 27 (Silver)

9554 Maryland Avenue
Richmond, VA 23233
www.mckesson.com/ltc
Paul Pilfka, Account Manager
978-833-7398
paul.pilfka@mckesson.com
Zetta Fogg, Account Manager
207-852-9807
zetta.fogg@mckesson.com

McKesson Medical-Surgical offers more products, business solutions, distribution services, clinical support and education to long term care than other medical supply distributors. By working together, we can help you achieve better clinical and business outcomes. Let us support you so you can focus on providing the highest standards of care.

New Hampshire Community Loan Fund, Booth # 9 (Bronze)

7 Wall Street

Concord, NH 03301

<http://www.communityloanfund.org>

Ken Kunhardt, Director of Investor Relations

603-856-0716

kkunhardt@communityloanfund.org

The New Hampshire Community Loan Fund is a Community Development Financial Institution founded in 1983 and certified by the US Treasury. We provide the financing for, and support to, New Hampshire families with low and moderate incomes to obtain affordable homes, quality jobs and child care. Lending capital is obtained from over 675 individual and institutional investors including RiverWoods and RiverMead.

Onepath, Booth # 26 (Gold)

56 High Street

North Andover, MA 01845

www.1path.com

Pete Peterson, Vice President, Sales

978-683-9100

ppeterson@1path.com

Onepath is the one source for all things to do with designing, deploying, and supporting technology for senior living communities – from cable to cloud. We are the easier way to get hard things done.

PharMerica, Booth # 23 (Bronze)

1901 Campus Place

Louisville, KY 40299

www.pharmerica.com

Jim O'Mara, Account Executive

774-284-1442

James.O'Mara@pharmerica.com

Through innovative solutions, PharMerica is redefining cost-effective pharmacy management services by providing the tools needed to ensure accurate and easy access to medications and professional assistance to ensure customers comply with mandated regulations.

Preferred Therapy Solutions, Booth # 22 (Gold)

850 Silas Deane Highway - 2nd Floor

Wethersfield, CT 06109

www.preftherapy.com

John Calcavecchia, Vice President of Business Development

860-993-2210

jcalcavecchia@preftherapy.com

Preferred Therapy Solutions provides the competencies needed to be successful as healthcare evolves for post-acute providers. Our programs are designed with a focus on the operational and clinical drivers under the Patient-Driven Payment Model (PDP), Quality Reporting Program (QRP), and Value-Based Purchasing Program (VBP). By taking action now, strategies can be implemented to safeguard positive results in the future.

Santa Buckley Energy, Booth # 25 (Silver)

154 Admiral Street
Bridgeport, CT 06601
www.santaenergy.com/santa-buckley
Edward Santa, Vice President
(203) 362-3332 x1310
santae@santaenergy.com

Santa Buckley Energy Corporation is a comprehensive energy solutions company whose knowledgeable employees provide quality products and services to ensure that our customers purchase and utilize energy efficiently. Founded in 1940, Santa Buckley Energy markets delivered liquid energy products, oil and propane, to commercial clients throughout the New England region. The depth of our assets in the market allow us to serve customers with widely varying energy requirements.

Symbria, Booth # 6 (Bronze)

28100 Torch Parkway, Suite 600
Warrenville, IL 60555
www.symbria.com
Brian Pontolilo, Director of Client Relations and Business Development
630-413-5800
pbrian@symbria.com

Symbria provides a symbiotic approach to rehab, wellness and pharmacy services for senior-living and post-acute care providers. Visit www.symbria.com

Systems Engineering, Booth # 11 (Silver)

Portland, ME & Manchester, NH
www.syseng.com
April Laverriere, Marketing Manager
888-624-6737
alaverriere@syseng.com

With offices in Maine and New Hampshire, Systems Engineering works with healthcare organizations, business associates, providers and hospitals offering the highest level of IT support and services. Contact SE today to Get Ahead of IT.

Value First, Booth # 17 (Gold)

13 British American Blvd., Suite 2
Latham, NY 12110-1431
www.valuefirstonline.com
Den Miciletto, Value First Sales Liaison
917-370-6518
dmiciletto@leadingageny.org

Value First is a group purchasing organization that leverages the buying power of LeadingAge members across the country to get the best pricing on supplies.

WBRC Architects Engineers Booth # 5 (Bronze)

30 Danforth Street
Portland, ME 04101

www.wbrcae.com

Will Pogar, Principal, Region Director
207-828-4511

will.pogar@wbrcae.com

WBRC Architects Engineers is a Maine-based, full-service team of 50 architects, engineers and interior design professionals founded in 1902. Healthcare is a major focus at WBRC, with healthcare and senior living projects in 10 states.

Windover Construction Booth # 28 (SILVER)

66 Cherry Hill Drive
Beverly, MA 01916

www.windover.com

Molly Romano, Client Services/Marketing Coordinator
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mromano@windover.com

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