

FAHSA Group Purchasing & Preferred Business Associates Guide

2011

Includes programs for | HCBS | Senior Housing | Independent Living | Assisted Living | Nursing

Money Saving Opportunities



Please route to:

- Administrator/CEO/Manager
- Purchasing Department
- Director of Nursing
- Director of Housekeeping
- Director of Maintenance

Florida Association of Homes and Services for the Aging

1812 Riggins Road, Tallahassee, FL 32308

(850) 671-3700 • Fax: (850) 671-3790

website: www.fahsa.org





Florida Association of Homes and Services for the Aging (FAHSA)

1812 Riggins Road
Tallahassee, FL 32308
(850) 671-3700 • Fax (850) 671-3790 • www.fahsa.org

The Florida Association of Homes and Services for the Aging is committed to advancing the vision of healthy, affordable, ethical aging services for Florida. Our mission is to create the future of aging services and increase the value of membership. Our passion is to be consumer-focused, member-driven and knowledge-based.

DISCLAIMER

The Florida Association of Homes and Services for the Aging makes no warranties, express or implied, as to any goods purchased under the program, including, but not limited to, warranties as to the merchantability or as to the fitness of the merchandise for any use or purpose. FAHSA shall not be liable for any loss or damage, direct or indirect, arising from the use of such merchandise for consequential damages.

The appearance of a particular product, service or company in this program guide does not indicate endorsement or support of a particular product or service by FAHSA.

FAHSA pursues a “distributed” purchasing policy. As we do not maintain a large central purchasing staff, it is the responsibility of each facility to do its own purchasing for most routine items, using the FAHSA purchasing strength expressed in our purchasing programs. To this end, FAHSA’s role is to seek, establish, monitor and maintain vendor agreements for the benefit of the facilities and operations.



FAHSA's Group Purchasing Organizations (GPOs) and Preferred Business Associates Program (PBAs) — The Florida Association of Homes and Services for the Aging (FAHSA) Shared Services program is designed to provide group purchasing abilities for our member communities allowing them to receive goods and services at a lower cost. This allows you, our member, the power to choose from any GPO/PBA in our program. FAHSA strives to offer a broad scope of products and services available statewide.

The FAHSA Provider/Shared Services Committee has taken the work out of finding select quality products and services for you by helping to identify and qualify vendors in order to promote the highest possible quality. FAHSA's relationship with these GPOs/PBAs assists with the financial support of FAHSA, which in turn reduces the need to raise membership dues. This benefits you, the member!

This Group Purchasing and Preferred Business Associates Guide has been prepared to give you access to money saving products and services at your fingertips.

FAHSA also has a Preferred Attorney Services Program which is listed on page 21 of this Guide.

Remember, by supporting these valued firms, you are supporting the Association and its work on your behalf.

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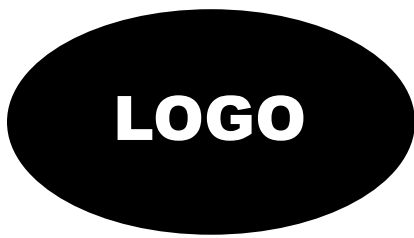
FAHSA's Provider/Shared Services Committee is responsible for monitoring and promoting the association's GPOs/PBAs and also explores and examines other shared services opportunities for the association and brings forward recommendations regarding the feasibility and value of new services to the Board of Trustees.

FAHSA's GPO/PBA program encompasses a wide variety of products and services that are used daily in member facilities. The following pages list FAHSA's Group Purchasing Organizations (GPOs), Preferred Business Associates (PBAs), and Preferred Business Attorneys. Each listing gives you a short overview of their products or services and their contact information.

Take advantage of the savings and opportunities today!

Always use FAHSA's GPO/PBA program for goods and services at preferred rates. For questions about this listing or further information on any FAHSA Group Purchasing Organizations and Preferred Business Associates please call Julie Copeland at 850/671-3700.

EXPLANATION OF TERMS



Vendor Name

Address: Where to send orders

Website Address

Contact: Name and/or department, phone number(s) and email address(es) to place order or make inquiry.

PRODUCTS

Informs you about the product(s) and/or services the company offers.

HOW TO USE THIS GUIDE

User-Friendly Tool

We hope you find this program guide a user-friendly tool for you to connect with partners and products you need at discount prices. You will find profiles from our 15+ preferred partners for committed, voluntary and manufacturer end-user pricing contracts.

Mention FAHSA and SAVE

Remember to always mention you are an FAHSA member to receive your FAHSA contract pricing.

To Locate a Vendor

Each section of the program guide is arranged alphabetically by vendor.

To Obtain Pricing

Call the vendor directly, unless noted.

To Place An Order

Call the vendor directly, unless noted.

REMEMBER

Always identify yourself as a FAHSA member and request the FAHSA contract pricing. FAHSA's GPO/PBA program has over 10,000 products. Call us at (850) 671-3700 to inquire about products or make suggestions regarding our program partners.

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PREFERRED BUSINESS ASSOCIATES



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Oldsmar, FL 34677
www.evercareonline.com/

Diane Bednar-Flynn
(813) 818-3208
Fax (813) 818-3230
diane_l_flynn@uhc.com

PRODUCTS

Evercare – Evercare is a Medicare-funded program and a coordinated care plan designed exclusively for nursing home residents. Evercare is based on teamwork. A Nurse Practitioner (NP) or Physician's Assistant (PA) and a primary care physician form a primary care team that works with the nursing home staff to help maintain the health and well-being of those enrolled in Evercare. Evercare contracts with the nursing homes for Part A and B benefits and additional services. The service area includes: Hillsborough, Manatee, Pasco, Pinellas and Polk, Duval, Citrus, Sarasota, Orange, Osceola, Seminole, Hernando, Lee, Escambia, Santa Rosa, Charlotte, Brevard counties with expansion planned for Broward and Palm Beach (West Florida Program).

PREFERRED BUSINESS ASSOCIATES



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Alpharetta, GA 30022
www.LancasterPollard.com

Jerry Swiacki
(770) 772-4778, ext. 203
Fax (770) 772-4780
gswiacki@lancasterpollard.com

PRODUCTS

Lancaster Pollard – Lancaster Pollard has been a consistent and dependable source of capital financing for independent living, assisted living, nursing facilities and CCRCs since 1988; and we understand that each of their situations is unique. We offer a full range of investment banking, financial advisory, mortgage banking and investment advisory services. Lancaster Pollard has earned a reputation for sound financial advice, cost-effective options, and outcomes that exceed clients' expectations.

Lancaster Pollard was specifically created to serve the senior living sector. The founders recognized that the capital markets did not have a complete, uniform understanding of the sector and as a result, access to capital was sometimes more limited, and the cost of capital more expensive. As a leading underwriter of bonds and mortgage loans, we have a clear understanding of, and considerable experience with, the borrowing ability of nonprofit organizations.

Lancaster Pollard was #1 in FHA/HUD Section 202 refinancings and the #2 FHA/HUD MAP lender in fiscal years 2007 and 2008; and, has submitted applications using the new HUD LEAN processing guidelines. If you choose a government insured mortgage or guaranteed loan, your relationship with Lancaster Pollard is for the life of your loan, as we service every loan we underwrite. Our goal is to provide a level of service that exceeds your expectations. Anything less is simply unsatisfactory. You can expect the same level of attention and commitment in the servicing of your mortgage loan as when we structured it.

Our diverse platform of services allows us to develop innovative, low-cost plans of finance for expansion, renovation, new construction and refinance. It continues to evolve and adapt to new trends and changing markets with this sector's needs in mind. Currently, options include:

- HUD/FHA Mortgage Insurance
- Taxable and Tax-Exempt Bonds
- USDA Guaranteed Loan Programs
- Traditional Credit Enhancements
- Bank Private Placements

Visit our website, www.lancasterpollard.com, for more information or to sign up for our newsletter, The Capital Issue.

PREFERRED BUSINESS ASSOCIATES



CPAs, Consultants & Advisors

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4890 W Kennedy Blvd, Ste 295
Tampa, FL 33609
www.larsonallen.com

Denny Schleper
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dschleper@larsonallen.com

PRODUCTS

LarsonAllen LLP – LarsonAllen has developed one of the nation’s largest health care practices. Approximately 225 people, including more than 50 principals, are exclusively devoted to serving over 4,000 health care clients. To break it down further, we serve:

- 1,100+ senior living providers
- 200+ home care and hospice agencies
- Approximately 1,800 physicians and medical groups
- 700+ hospitals and health systems, including approximately 100 CAHs
- 300+ other health care entities

Whether you are seeking a firm to support your assurance and accounting needs, or are looking for experienced consultants or advisors, LarsonAllen will serve you with quality and integrity. We are deeply committed to serving the health care field, and we do so in a noticeably different way.

Choosing LarsonAllen offers your organization some unique advantages.

- Our principals and managers invest up to 30 percent of the total engagement hours; therefore, you will discover noticeably different service.
- We understand the health care field—from a financial, operational, and strategic standpoint. Working with us means you’ll be working with people who, like you, have chosen health care as their life-long career.
- Our health care auditors possess a deep understanding of tax issues; therefore, you will get insights beyond the numbers along with qualitative recommendations for improvement.
- Our first-year timetable includes the “extra time” it takes to develop relationships with your team—this is our investment in you.
- LarsonAllen recognizes the importance of supporting senior living providers on a national and regional basis; therefore, we commit ourselves to your field by attending, speaking, exhibiting, and sponsoring national and local senior living associations and seminars put on by industry leaders.
- LarsonAllen and the American Association of Homes and Services for the Aging sponsor a national program designed to define the primary attributes of high-performing aging-services providers.
- In an effort to provide additional education, LarsonAllen’s clients have access to our articles, research, white papers, eFlashes, and Gold Standard publications.

PREFERRED BUSINESS ASSOCIATES



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PRODUCTS

Moore Stephens Lovelace, P.A. (MSL) – With 90+ employees located throughout the Southeast in our five strategic office locations in Clearwater, Miami, Orlando, and Tallahassee, Florida, and in Macon, Georgia, MSL is positioned to earn and maintain the trust of all of our clients and those who rely on our work and to be the best resource available for the healthcare industry for financial and consulting needs. We want to help our clients be successful at achieving their missions while maintaining their margins.

At MSL, we are the leader in providing accounting and consulting services to the healthcare industry. We focus on developing the experience, expertise, personal attention, and quality reputation to serve the healthcare industry. We are a team of professionals with the common belief that providing quality client service is our fundamental obligation. Every team member of MSL has both a personal and professional responsibility to each client to deliver the highest possible level of personalized and resourceful service. More than half of our professionals are shareholders, principals and senior managers, which assures our clients a high-level of experience and a commitment.

MSL is one of the leading CPA firms in the United States serving the healthcare industry. Our dedicated team has served over:

- 400 Skilled nursing facilities
- 234 Not-for-profit entities
- 8 Hospice and home health agencies
- 110 CCRC Independent/Assisted living facilities and HUD facilities
- 26 Intermediate care facilities for the developmentally disabled
- 96 Healthcare management companies
- 6 Psychiatric or rehabilitation hospitals
- 5 Community mental health centers
- 5 Large physician practice groups
- 3 Regional health planning councils
- 13 Not-for-profit social services agencies serving elders
- 3 Healthcare provider associations

We bring you more than 100 years of combined experience and the talent to make a difference in your organization's bottom line. In addition to audit, cost reporting and tax services, we provide a variety of accounting and consulting services including: financial and market feasibility studies, operational and management support services, debt service compliance analysis and reporting, community resident medical deduction analysis and calculation. We have helped our clients, and we look forward to helping you.

MSL is a full-service accounting and consulting firm that was founded in 1974. We have grown to be one of the largest independently owned and operated CPA firms in Florida. As an independent firm associated with Moore Stephens International Limited, we service clients throughout the world.

PREFERRED BUSINESS ASSOCIATES



Robinson-Adams Insurance
2200 Woodcrest Place, Ste 200
Birmingham, AL 35209
www.robinsonadams.com

William “Billy” Dodson, Jr. JD, CIC
Martha Acker, CIC, CRM, CHSP
Gerry Gilbert, MBA
(800) 239-1327
Fax (205) 877-4515
wdodson@RobinsonAdams.com
macker@RobinsonAdams.com
ggilbert@RobinsonAdams.com

PRODUCTS

Robinson-Adams Insurance, Inc. – Robinson-Adams Insurance is an independent property, casualty, life, health and disability insurance broker based in Birmingham, Alabama with a Health Care Risk Management Services Division specializing in solutions for the unique and challenging insurance exposures of the Long Term Care and Health Care Industries, as well as the Affordable Housing Industry. Robinson-Adams currently insures Retirement Housing Communities, Assisted Living Facilities, Continuing Care Retirement Communities, Nursing Homes, and other Health Care Clients in 38 states, including Florida.

Robinson-Adams and the Health Care Risk Management Services Division are led by William (Billy) S. Dodson, Jr., President and Martha Acker, Vice-President and Executive Director of Health Care Risk Management Division. Also part of the team is Gerry Gilbert, who, along with Martha, has over 35 years combined experience working with the health care industry.

Our Health Care/ Long Term Care Risk Management Services Division has provided risk management, insurance placement, and claims management services to the Health Care Industry for over 20 years. In addition to having access to numerous insurance markets, Robinson-Adams also has its own carrier and has developed and has exclusive access to a unique in-house risk management and insurance program. This risk management program includes access to our expert staff, who can come into your facilities and help you develop and implement a Risk Management/Loss Control Program, a Total Quality Improvement/Assurance Program, an Incident/Claims Management Program, a Medical Records Program, Mock Surveys, Educational Services, Improving Customer Service Survey, Dementia Training and a Certified Quality Assurance/Risk Management Specialist Training Program.

We look forward to meeting with you to see how we can help you with your insurance and risk management program.

PREFERRED BUSINESS ASSOCIATES



RXPerts Pharmacy Services

4032 N. 29th Avenue
Hollywood, Florida 33020

1911 US Hwy 301 N, Ste 100
Tampa, FL 33619

www.rxpertspharmacy.com

Jeff Wilkes - (813) 579-7042

jwilkes@rxpertspharmacy.com

Dennis Ruben - (786) 566-7245

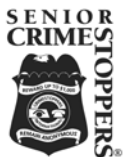
Fax (954) 919-0165

druben@rxpertspharmacy.com

PRODUCTS

RXPerts Pharmacy Services – Florida’s premier pharmacy serving the long term care and assisted living industry. Completely dedicated to full customer satisfaction, RXPerts specializes in a cost-effective manner, 24/7, 365 days a year.

Using patented technology, RXPerts Pharmacy prints the resident photo on every Rx label as well as on the MAR, POS, Treatment and Diet sheets and all other resident-related forms. In addition, RXPerts prints a 3-color MAR that highlights in color side effects, quality indicators, and therapeutic use of each med listed. RXPerts Pharmacy provides added value to the local Florida market through personal service from a highly trained staff!



Senior Crimestoppers

5100 Poplar Ave, Ste 711

Memphis, TN 38137

www.seniorcrimestoppers.org

Kay Joest

(800) 529-9096 or (877) 232-0859

Fax (901) 529-4788

kay.joest@seniorcrimestoppers.org

PRODUCTS

Senior Crimestoppers – Positive and proactive approach to protection in nursing homes, assisted living facilities and independent living communities.

PREFERRED BUSINESS ASSOCIATES



ServiceMaster by Robinson
1520 NW 65 Ave, Ste 2
Plantation, FL 33313
www.sm2restore.com

Jim Robinson
(954) 749-9544
Fax (954) 337-0342
servicemasterbyrobinson@hotmail.com

PRODUCTS

ServiceMaster by Robinson – There is an excess of companies that take advantage of a disaster through price gouging and substandard service. What sets our company apart from others is our mission to provide the best service with the most reasonable prices. Our company is equipped with the most recent technology in equipment, certification and training. List below is some of the services we provide for both residential and commercial:

- Fire and water damage restoration
- Pack out
- Content, carpet, and upholstery cleaning
- Mold remediation
- Wall and window cleaning
- Hand surface floor care and maintenance
- Complete structural drying
- Structure rebuilding

We at ServiceMaster by Robinson look forward to serving all of the FAHSA members.



Sodexo Senior Services
3380 Saxony Glen NW
Marietta, GA 30066
www.sodexo.com

Nancy Engle
(770) 335-0886
Fax (770) 509-5256
nancy.engle@sodexo.com

PRODUCTS

Sodexo – Sodexo has diverse offerings to enhance the resident's experience. A portfolio list of services include: dining and culinary services, building services including plant operations and environmental services management, and wellness. With Sodexo's professional management, you can be assured that your Dining Services will exemplify high quality meals with warm, caring service; Building Services will have the highest standards for safety, cleanliness and efficiency; and Sodexo's Wellness offering will improve the quality of life of your residents and employees. Sodexo will customize its programs to meet your communities' unique needs.

PREFERRED BUSINESS ASSOCIATES



Third Age, Inc.
722 Springdale Dr, Ste 300
Exton, PA 19341-2873
www.thirdageconsulting.com

Scott Townsley
(610) 594-8100
Fax (610) 594-8105
setattai@aol.com

PRODUCTS

Third Age, Inc. – is a consulting, strategic planning and market research firm that specializes in serving retirement communities, assisted living facilities, skilled nursing and community based older service providers. Other services include: financial forecasting, program development, master planning and marketing and executive search. Scott Townsley is the principal of this firm.

PREFERRED BUSINESS ASSOCIATES



Upstairs Solutions, LLC
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Skokie, IL 60077
www.upstairssolutions.com

Charlie English
(404) 310-5644

cenglish@upstairssolutions.com

PRODUCTS

Upstairs Solutions LLC – Upstairs Solutions makes great training easy, with more than 100 online courses for all levels and departments of the senior care workforce. With the best instructional content available, and the most comprehensive reporting and tracking features, Upstairs Solutions helps providers ensure that employees are trained to provide the best care possible, and are compliant with federal and state regulations.

Upstairs Solutions was developed by two senior care providers, who own and operate more than 15 facilities in multiple states. They felt that their training was not engaging or effective, and was too hard to keep current. Overtime and continuing education fees were very costly, and the traditional recordkeeping binders were inadequate for today's regulatory climate. In response to these problems, they assembled a team of nationally-known subject-matter experts, instructional designers and programmers, and created a complete web-based service with interactive, up-to-date modules and comprehensive, proactive reporting.

The results of this effort were stunning. A year and a half after they launched in their own facilities, they recognized fewer liability claims, improved survey results, and reduced staff turnover. CMS even featured the Upstairs Solutions program in a national surveyor training webcast!

In the last 5 years, Upstairs Solutions has delivered courses to over 70,000 employees nationwide in more than 700 facilities. Today, the course catalog includes all of the mandatory topics, as well as advanced subjects like wound management and fall prevention, and is constantly being updated. Upstairs Solutions also provides an innovative Family Education series. CEUs for administrators, nurses, and physical therapists are included in the facility subscription at no additional charge. Upstairs Solutions automatically reports course completions to CE Broker, and has courses to satisfy the Florida requirements for dementia care and HIV training.

To learn more about Upstairs Solutions or try a course, visit www.upstairssolutions.com.

PREFERRED BUSINESS ASSOCIATES



Wells Fargo Insurance Services
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Schaumburg IL 60102
www.wellsfargo.com

Edward Goesel, VP/Director
ed.goesel@wellsfargo.com
Mike Kane, VP
mike.kane@wellsfargo.com
(800) 445-3192

PRODUCTS

Wells Fargo Insurance Services (WFIS) – has 175 offices nationally and the 3rd largest insurance broker in the United States. WFIS, a subsidiary of Wells Fargo Financial, has combined its efforts and abilities with Wachovia, a 2009 Wells Fargo acquisition.

Since 1974, WFIS has specialized in providing Property & Casualty Insurance Programs for Affordable and Elderly Housing throughout the country including a strong presence in Florida. Through our volume and risk management program, WFIS has grown tremendously offering comprehensive Property and Casualty Coverage at very competitive rates to our clients. Now we are able to offer this to FAHSA Members. For instance, we do not rely on governmental program such as Citizens for wind/hurricane coverage; our programs compete aggressively against them offering better rates and improved coverage. Specifically the governmental programs do not offer Loss of Income which is a lender requirement.

We are much more than Property/Casualty Broker! The enclosed Chart demonstrates the depth of WFIS's Insurance Abilities.

Relationships: we can expand our relationship into the financial world with Wells Fargo Financial including Treasury Management, Community Landing including Tax Credit Programs, Construction and Bridge Lending and much more from a \$1.2 Trillion organization!

Trust: Wells Fargo Insurance Service provides disclosure statements annually to all WFIS clients specifying what WFIS earns financially on your account. This is very unique in the insurance industry.

PREFERRED ATTORNEY SERVICES PROGRAM

FAHSA's Preferred Attorney Services program gives our members enhanced access to services with firms who offer specialization in areas that are valuable to our membership at a FAHSA preferred member rate. This agreement offers members: a complimentary first contact/consult and subsequent fees charged are at a discounted amount from the firms' usual and customary rates. The following is a list of our preferred attorneys, their areas of expertise and their contact information.



Alvarez, Sambol, Winthrop & Madson, P.A.
100 S Orange Ave, 2nd Floor
Orlando, FL 32801
www.aswmpa.com

Jeffrey M. Thompson, Partner
(407) 210-2796
Fax (407) 210-2795
jmt@aswmpa.com

PRODUCTS

Alvarez, Sambol, Winthrop & Madson, P.A. (ASWMPA) is a full-service law firm representing clients throughout the State of Florida. The firm is equipped to handle all aspects of the healthcare industry, including nursing home/ALF regulatory matters and litigation, as well as claims involving employment law and discrimination, workers compensation, commercial transactions, trusts and estates, and premises liability matters. The firm also provides in-service training at various health care facilities on legal issues, including risk management, tort reform, liability trends and legislative and regulatory implications.

The goals of ASWMPA are to provide competent, effective, aggressive, well prepared representation in an efficient manner. Their lawyers are accustomed to working closely with their clients and they are dedicated to being responsive to their needs. ASWMPA looks forward to its association with FAHSA and its members.



Broad and Cassel
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Tallahassee, FL 32303-3300
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PRODUCTS

Broad and Cassel – Specializing in: licensure/survey-IDRs and administrative appeals, insurance defense and risk management, reimbursement, transactional, corporate compliance, affordable housing/tax credit, resident relations issues, legislative, and fraud and abuse issues.

PREFERRED ATTORNEY SERVICES PROGRAM



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PRODUCTS

Carlton Fields, P.A. – With 280 attorneys located in major business centers in Florida and Georgia, they are positioned to meet the legal, regulatory and business needs of their clients by providing enhanced services, resources and an expanded legal network.

Carlton Fields lawyers have kept pace with the broad and ever changing regulatory environment facing the health care industry, including senior living facilities such as CCRC's, nursing homes and assisted living facilities. The Health Care Practice Group at Carlton Fields is comprised of a broad-based team of experienced health law attorneys and consultants who assist their clients in areas including licensure, regulatory and disciplinary issues; corporate compliance; fraud and abuse; Medicaid and Medicare certification; reimbursement; and certificate of need.

Their attorneys and consultants regularly represent health care providers, facilities and associations before the Florida Legislature, Cabinet and executive agencies, including the Office of Insurance Regulation, the Florida Attorney General's Office, the Agency for Health Care Administration, the Florida Department of Elder Affairs and the Florida Department of Health.

Carlton Fields is a full-service law firm that provides counseling on mergers, acquisitions and reorganizations; environmental, land use and real property; government consulting; commercial financing; affordable housing; employment and labor relations; construction advice, mediation and litigation; and other legal counseling and business dispute resolution services.

PREFERRED ATTORNEY SERVICES PROGRAM



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PRODUCTS

Lewis Brisbois Bisgaard & Smith, LLP formerly Ullman, Bursa, Hoffman & Ragano, LLC – is a litigation and trial practice law firm based out of Tampa, Florida. As a regional law firm, they are a defense practice and primarily focus on healthcare provider defense including nursing homes, assisted living facilities, hospitals, doctors, nurses and pharmacists.

The firm's philosophy in the handling of its cases is to aggressively and proactively defend its clients, in order to position each particular case for either a favorable verdict at trial or a cost-effective settlement.

Ullman Bursa Hoffman & Ragano, LLC is pleased to announce the merger of its Florida and Georgia operations with *Lewis Brisbois Bisgaard & Smith, LLP*. Kirsten K. Ullman will serve as Managing Partner of the Southeast Region for the firm. Lewis Brisbois Bisgaard & Smith, LLP is a national, full service defense law firm with over 600 lawyers across 16 offices. We will continue to provide aggressive, passionate, and personal service and representation to our clients, and our commitment to enable our clients to provide excellent care; to prevent litigation; and to successfully defend litigation when it cannot be prevented. In addition, we will provide a diversity of practice areas, and have the ability to develop a national team to service client needs that extend outside of the Southeast Region of the United States.

Thank you for your confidence through the years, and in the years to come!



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PRODUCTS

McCumber Daniels – Specializing in defense of nursing homes, assisted living facilities, medical professionals and hospitals.



Florida Association of Homes and Services for the Aging

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