

# 2012

Membership Directory  
and Professional  
Resource Guide



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The strength of **Aging Services of Washington** lies in our members and their commitment to achieving public trust and quality in aging services. As an Aging Services member, each organization embraces the following core principles:

- Mission-driven values;
- Quality;
- Social Accountability;
- Collaboration for advocacy and member support; and
- Mutually beneficial relationships based on integrity.

It is these shared core values that unite us.

The Aging Services Resource Guide includes a listing of provider communities and business organizations that share your passion for excellence and integrity. Whether you need financial, legal or construction services, supplies or equipment, or you simply want to share best practices with a colleague, their guidance and support is just a phone call away.

Thank you for your membership and trust in our ability to serve you. You are an inspiration to us and the work we do on your behalf. With your ongoing support, we will continue to represent your unique needs and interests as we together advance excellence in aging services. Thank you!

Sincerely,

Deborah A. Murphy, MPA, J.D.  
Chief Executive Officer

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**Office (253) 964-8870 | Fax (253) 964-8876 | [www.agingwa.org](http://www.agingwa.org)**

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The **Aging Services** directory is provided as a resource to you and includes a listing of organizations that share your passion for excellence and integrity. Each organization stands ready to support you whether you need financial, legal or construction services, supplies or equipment, or you simply want to learn the latest in survey trends, marketing strategies or repositioning efforts of other housing and aging services providers.

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www.snf-solutions.com

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Lana Waud

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### **Product & Service Category: Accounting**

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## CliftonLarsonAllen LLP

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www.larsonallen.com

Dan Frein  
Steve Bass (formerly Monson & Bass)

daniel.frein@cliftonlarsonallen.com  
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Debbie Hollingsworth

debbie@hollingsworth-cpa.com

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tdingus@dzacpa.com

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**Product & Service Category: Accounting**

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www.amaa.com

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Fax: (206) 467-0627  
www.gglo.com

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Phone: (206) 282-4773  
Fax: (206) 282-2406  
www.ipaoc.com

Thomas Mead

tmead@ipaoc.com

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Fax: (503) 221-2077  
www.lrsarchitects.com

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### **Product & Service Category:** Architecture / Design

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Bremerton, WA 98337

Phone: (360) 377-8773  
Fax: (360) 792-1385  
[www.rfmarch.com](http://www.rfmarch.com)

Elin Headrick  
Jennifer Paige  
Jeremy Southerland  
Mike Miller  
Rob Pfauth

[ehedrick@rfmarch.com](mailto:ehedrick@rfmarch.com)  
[jpaige@rfmarch.com](mailto:jpaige@rfmarch.com)  
[jsoutherland@rfmarch.com](mailto:jsoutherland@rfmarch.com)  
[mmiller@rfmarch.com](mailto:mmiller@rfmarch.com)  
[rpfauth@rfmarch.com](mailto:rpfauth@rfmarch.com)

### **Product & Service Category: Architecture / Design**

Architecture, planning, and interior design. Rice Fergus Miller is a leader in the design of environments for seniors, for the full continuum of care.

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## Safely Senior

P.O. Box 1342  
Vashon, WA 98070

Phone: (206) 567-0083  
Fax: (206) 463-1218  
www.safelysenior.com

Debbie Mitchell  
Ron Mitchell  
Steve Neil  
Terry Raisio

deb@safelysenior.com  
ron@safelysenior.com  
steve@ruwired4life.com  
terry@safelysenior.com

### **Product & Service Category: Architecture / Design**

Safely Senior is a specialty service provider that makes community renovations to meet the needs of seniors and the operators that provide quality housing environments. We provide consulting on a variety of needed services such as financing, operations and renovations.

---

## SAGE Architectural Alliance

2006 East Miller Street  
Seattle, WA 98112

Phone: (206) 694-3441  
www.SageArchAlliance.com

Don Doman  
Larry Sinnott  
Valerie Thiel

don@sagearchalliance.com  
larry@sagearchalliance.com  
val@sagearchalliance.com

### **Product & Service Category: Architecture / Design**

SAGE Architectural Alliance is an architecture and interior design alliance that focuses on Design for Aging and Senior Living. Whereas medical advances are helping us to live longer, it is Design and Planning that enables individuals to sustain their preferred quality of lifestyle. Our expertise is in creating vibrant communities, designed to promote social connection and wellness.

---

## Shoesmith Architects

9649 - 174th Place N.E.  
Redmond, WA 98052

Phone: (206) 491-1419  
www.shoesmitharchitects.com

John Shoesmith

john@shoesmitharchitects.com

### **Product & Service Category: Architecture / Design**

Planning, strategic visioning, architectural design and consulting services. Our goal is to help you create successful, engaging and innovative senior living communities that represent enduring beauty and the highest degree of functional integrity.

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## Wattenbarger Architects

2100 - 112th Avenue N.E., Suite 100  
Bellevue, WA 98004

Phone: (425) 453-0606  
Fax: (425) 453-4772  
www.wattenbarger.com

James Brown  
Stephen Wattenbarger  
Todd Sargeant

jbrown@wattenbarger.com  
steve@wattenbarger.com  
todds@wattenbarger.com

### **Product & Service Category:      Architecture / Design**

Working with you to advance housing and services for older adults. Our mission: Improving the quality of life for older adults through design.

## Coffee & Water Services

### Pure Water Technology of Puget Sound

1756 Airport Way S.  
Seattle, WA 98134

Phone: (206) 588-4300  
Fax: (206) 588-4305  
www.pwtpugetsound.com

Al Didier  
Andrew Didier

al.didier@pwtps.com  
andrew.didier@pwtpugetsound.com

### **Product & Service Category:      Coffee & Water Services**

Pure Water Technology specializes in premium coffee and water services with an emphasis on sustainability and wellness.

## Computer / Software

### AOD Software

8100 N. University Drive, 3rd Floor  
Fort Lauderdale, FL 33321

Phone: (954) 724-9809  
Fax: (954) 720-5978  
www.aodsoftware.com

Carolina Assuncao  
Cindy Collins  
Lissett Sanchez-Schwartz

carolinaa@aodsoftware.com  
cindyc@aodsoftware.com  
marketing@aodsoftware.com

### **Product & Service Category:      Computer / Software**

AOD Software is the first certified EHR in Long Term Care. The Answers system offers the ONLY comprehensive and truly integrated solution for core financials, billing, Electronic Health Records, Operations, Facility Management, Home Health, Assisted Living, Rehab Services, Point of Sale and much more! Please visit AODsoftware.com

---

## COMS Interactive, LLC

60 W. Streetsboro St., Suite 5  
Hudson, OH 44236

Phone: (330) 650-9900  
Cell: (503) 329-0957  
Fax: www.comsllc.com

Keith Laxton

klaxton@comsllc.com

**Product & Service Category:**      **Computer / Software**

COMS Interactive's Daylight IQ™ Software as a Service (SaaS) product combines business administrations, disease management and long-term healthcare knowledge to empower the clinical team, reduce medical errors, more efficiently address resident healthcare needs and increase facility revenues. This combination of clinical and technical processes saves millions of dollars a year in preventable hospital readmissions

---

## Extended Care Professional

2904 Church Street #1  
P.O. Box 113  
East Troy, WI 53120

Phone: (262) 684-5600  
Fax: (888) 684-5605  
www.extendedcarepro.com

Joel Moyer  
Len Hotz

joel@ecp123.com  
len@ecp123.com

**Product & Service Category:**      **Computer/Software**

Web-based eMAR, assessment, care plan, marketing, and billing software application. Live Pharmacy sync and reorder. Alerts, reminders and follow-ups including email and text message. Low monthly fees. Simple training. Mobile device compatible.

---

## Silverchair Learning Systems

107 Edinburgh South, Suite 206  
Cary, NC 27511

Phone: (919) 655--1805  
Fax: None  
www.silverchairlearning.com

Kelly Vecellio  
Josh Ryan

kvecellio@silverchairlearning.com  
jryan@silverchairlearning.com

**Product & Service Category:**      **Computer/Software**

Silverchair is the leading senior care employee training provider. Over 450,000 caregivers nationwide trust Silverchair for its easy-to-use system and excellent client service.

# Construction./ Engineering

## **Aecon Buildings Inc.**

19020 - 33rd Avenue W., Suite 500  
Lynnwood, WA 98036

Phone: (425) 774-2945  
Fax: (425) 771-8094  
[www.usa.aecon.com](http://www.usa.aecon.com)

George Kramer  
Les Martin  
Neal Ruud

[gkramer@usa.aecon.com](mailto:gkramer@usa.aecon.com)  
[lmartin@usa.aecon.com](mailto:lmartin@usa.aecon.com)  
[nruud@usa.aecon.com](mailto:nruud@usa.aecon.com)

**Product & Service Category: Construction / Engineering**

We are an award winning General Contractor providing Pre-Construction, Construction Management and General Construction services.

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## **CHC - Columbia Hydronics Co.**

12828 Gateway Drive. Bldg #5  
Seattle, WA 98168

Phone: (206) 819-2346  
[www.chchydronics.com](http://www.chchydronics.com)

Jeffrey Van Pay

[jvanpay@chchydronics.com](mailto:jvanpay@chchydronics.com)

**Product & Service Category: Construction / Engineering**

Manufacturer's representative for mechanical equipment - pumps, boilers, expansion tanks, volume water heaters, pressure boosters, sewage ejectors, steam traps, heat exchanges, tanks, etc. \* Equipment Supplier \*

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## GLY Construction

200 -112th Avenue N.E., Suite 300  
Bellevue, WA 98004

Phone: (425) 451-8877  
Fax: (425) 453-5680  
www.gly.com

Bill DeJarlais  
Charlie Hafenbrack  
Mark Kane  
Steve Hoffmann

bill@gly.com  
charlie@gly.com  
markk@gly.com  
steve@gly.com

### **Product & Service Category: Construction / Engineering**

GLY Construction has been an active participant in the Washington construction industry and our communities since 1967. Our ability to provide cost effective facilities solutions is based on our integrated project delivery approach that engages owners, designers and facilities managers in establishing and fulfilling objectives for cost, flexibility, schedule and quality. GLY's history of predictable achievement of team goals has resulted in a significant number of repeat client relationships. As one of the larger locally-owned general contractors in the Puget Sound area, our scalable team-build approach provides our clients with economically and operationally successful outcomes on projects ranging from modest interior improvements to major building systems or departmental upgrades to new ground-up buildings and campus developments. We'd love to learn about projects you may be contemplating and have an opportunity to discuss how we may support your ongoing facilities development.

---

## Rafn Company

1721 - 132nd Avenue N.E.  
Bellevue, WA 98005

Phone: (425) 702-6600  
Fax: (425) 702-9580  
www.rafn.com  
info@rafn.com

Heather Beaulieu  
Kay Wilson

hbeaulieu@rafn.com  
kwilson@rafn.com

### **Product & Service Category: Construction / Engineering**

Rafn Company is a leading commercial general contractor in the sustainable building industry in the Puget Sound region. Founded in 1978 Rafn pioneered the negotiated referral based business model that allows them to work as true partners with the developer, architect and consultant team on all of their work. Rafn's foundation of complicated renovation has expanded to include new commercial, and mixed-use urban infill projects, as well as a business unit dedicated to small, quick, and inexpensive projects. By operating individual business units, Rafn combines the collective resources of a large corporation with the specialized capabilities of a small business. The company's efficient systems allow their tenured staff to do whatever it takes, which leads to their tagline "good people - great work"

---

## Rushforth Construction-an Adolfson & Peterson Co.

6021 - 12th Street E., #100  
Tacoma, WA 98424

Phone: (253) 922-1884  
Fax: (253) 922-2089  
[www.rushforth.com](http://www.rushforth.com)

Don Lloyd  
Marc Streleski

[dlloyd@rushforth.com](mailto:dlloyd@rushforth.com)  
[mstreleski@rushforth.com](mailto:mstreleski@rushforth.com)

### **Product & Service Category: Construction / Engineering**

General construction specializing in the Senior Market, including new construction, additions and renovations. Our specialty is the Senior market, including New Construction and Re-Positioning of existing Campuses. We are a Family owned company with strong values and unsurpassed integrity. We have offices in Minneapolis, Denver, Dallas, Phoenix, Charlotte and Tacoma/Seattle. We are on the forefront of LEED building and we are one of the safest companies in the construction industry, achieving new records of consecutive work hours (452,500) without a lost time accident. We are all about Team, all about Relationships and Partnering and were all about Collaboration, Communication and giving back to our Community.

---

## Safely Senior

P.O. Box 1342  
Vashon, WA 98070

Phone: (206) 567-0083  
Fax: (206) 463-1218  
[www.safelysenior.com](http://www.safelysenior.com)

Debbie Mitchell  
Ron Mitchell  
Steve Neil  
Terry Raisio

[deb@safelysenior.com](mailto:deb@safelysenior.com)  
[ron@safelysenior.com](mailto:ron@safelysenior.com)  
[steve@ruwired4life.com](mailto:steve@ruwired4life.com)  
[terry@safelysenior.com](mailto:terry@safelysenior.com)

### **Product & Service Category: Construction / Engineering**

Safely Senior is a specialty service provider that makes community renovations to meet the needs of seniors and the operators that provide quality housing environments. We provide consulting on a variety of needed services such as financing, operations and renovations.

---

## Walsh Construction Co.

2905 S.W. First Avenue  
Portland, OR 97201

Phone: (503) 222-4375  
Fax: (503) 274-7676  
www.walshconstructionco.com

509 Fairview  
Seattle, WA 98109

Phone: (206) 547-4008  
Fax: (206) 547-3804

Kim Krippaehne  
Mike Bang  
Bill Reid  
Paula Suarez  
Cristina Rivera

klane@walshconstructionco.com  
mbang@walshconstructionwa.com  
breid@walshconstructionwa.com  
psuarez@walshconstructionwa.com  
crivera@walshconstructionwa.com

### **Product & Service Category: Construction / Engineering**

Walsh Construction Co. (WCC) is a general contractor specializing in senior, affordable mixed-use, multi-unit, special needs and student housing. Renovation, historic preservation, medical facilities, and high-end resorts round out the Walsh portfolio. From its Portland origin in 1961, the company has grown to include an office in Seattle and now employs 324 professionals. Incorporated in 1974 and employee owned, WCC has earned a solid reputation for thorough preconstruction services; helping design to your budget; experienced, dedicated, well-educated field and office professionals; fair business practices and cooperative problem-solving; high value, quality buildings for a wide range of size and cost; strong client relationships and focus on teamwork; value-driven community philanthropy; and a strong commitment to green building practices. Affordable and senior housing is the heart of our business. We have built or renovated over 35,000 units of affordable housing throughout the Northwest. That's an average of about 600 homes per year. We have also developed extremely productive methods for overseeing senior housing construction. In the last five years alone, WCC has completed 23 senior projects, including assisted living. We partner with over 35 different Housing Authorities and Community Development Corporations because we support their mission to serve our communities.

# Consulting

## **A/R SNF Solutions, LLC**

10506 - 420th Avenue S.E.  
North Bend, WA 98045

Phone: (407) 977-8878  
Fax: (321) 244-0545  
[www.snf-solutions.com](http://www.snf-solutions.com)

Ed Waud  
Lana Waud

[ed@snf-solutions.com](mailto:ed@snf-solutions.com)  
[lane@snf-solutions.com](mailto:lane@snf-solutions.com)

### **Product & Service Category: Consulting**

A/R SNF Solutions, LLC is a billing and consulting firm that takes pride in providing Accounts Receivable management, interim and continuing billing services, business office operations consulting, and training to clients nationwide.

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## **CHC - Columbia Hydronics Co.**

12828 Gateway Drive. Bldg #5  
Seattle, WA 98168

Phone: (206) 819-2346  
[www.chchydronics.com](http://www.chchydronics.com)

Jeffrey Van Pay

[jvanpay@chchydronics.com](mailto:jvanpay@chchydronics.com)

### **Product & Service Category: Consulting**

Manufacturer's representative for mechanical equipment - pumps, boilers, expansion tanks, volume water heaters, pressure boosters, sewage ejectors, steam traps, heat exchanges, tanks, etc. \* Equipment Supplier \*

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## **Clark Nuber P.S.**

10900 N.E. 4th Street, Suite 1700  
Bellevue, WA 98004

Phone: (425) 454-4919  
Fax: (425) 709-6672  
[www.clarknuber.com](http://www.clarknuber.com)

Mitch Hansen  
Rhona Kwiram  
Sue Lewis

[mhansen@clarknuber.com](mailto:mhansen@clarknuber.com)  
[rkwiram@clarknuber.com](mailto:rkwiram@clarknuber.com)  
[slewis@clarknuber.com](mailto:slewis@clarknuber.com)

### **Product & Service Category: Consulting**

Specializing in long-term care facilities, we have helped organizations with financial statement audits, best practices consulting, protecting property tax exemptions, sales and B&O tax issues, 990 preparation and UBIT issues, HUD and A-133 compliance audits, tax credit compliance, not-for profit software systems solutions, tax-exempt bond compliance, Medicare and Medicaid cost reports, CCRC contract accounting issues, and Board training.

---

## CliftonLarsonAllen LLP

3000 Northup Way, Suite 200  
Bellevue, WA 98004

Phone: (425) 250-6100  
Fax: (425) 827-6884  
www.larsonallen.com

Dan Frein  
Steve Bass (formerly Monson & Bass)

daniel.frein@cliftonlarsonallen.com  
steven.bass@cliftonlarsonallen.com

### **Product & Service Category: Consulting**

CliftonLarsonAllen provides assurance, accounting, tax, financial and strategic consulting, and advisory services to health care providers across the nation including more than 1,200 aging services providers.

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## Consolidated Billing Services, Inc.

104 S. Freya, Suite 220  
White Flag Building  
Spokane, WA 99202

Phone: (509) 448-2067 x 202  
Fax: (509) 448-0785  
www.billing-services.com  
www.snfcfb.com

Bill Ulrich  
Randy Beckham

bill.ulrich@billing-services.com  
randy.beckham@billing-services.com

### **Product & Service Category: Consulting**

A full service consulting and billing company dedicated to providing comprehensive services to the nursing home industry. These services include SNF Consolidated Billing [www.snfcfb.com], 3rd Party Billing, Medicare PPS Analysis, Survey Readiness Assessments, MDS Training, Denial Management, and Medicare and Medicaid Cost Reporting.

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## Crown Research Corporation

24111 N.E. Halsey Street  
Troutdale, OR 97060

Phone: (503) 661-1999  
Fax: (503) 667-8253  
www.crownresearch.com

Mark Miles

mark@crownresearch.com

### **Product & Service Category: Consulting**

Provides market and economic feasibility studies, regulatory compliance and other professional services for retirement communities, CCRC's, ALF's, SNF's.

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## Deborah J Hollingsworth, CPA, LLC

P.O. Box 23894  
Tigard, OR 97281

Phone: (503) 246-8251  
Fax: (503) 246-0639  
www.hollingsworth-cpa.com

Debbie Hollingsworth

debbie@hollingsworth-cpa.com

### **Product & Service Category: Consulting**

Over 30 years experience in Medicaid cost reports, interim rate vs cost analysis, rate appeals, other reimbursement consulting, accounting services and seminars.

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## Dingus, Zarecor & Associates PLLC

12015 E. Main Avenue, Suite A  
Spokane Valley, WA 99206

Phone: (509) 242-0874  
Fax: (509) 242-0877  
www.dzacpa.com

Tom Dingus

tdingus@dzacpa.com

### **Product & Service Category: Consulting**

DZA is a CPA firm that provides cost report and audit services to the long-term care industry.

---

## Dynamic Medical Systems, Inc.

2811 East Ana Street  
Compton, CA 90221

Phone: (800) 225-9080  
Fax: (310) 894-7490  
www.godynamic.com

Jake Nielsen  
Lance Marquardt  
Rochelle Binkele  
Tom Turner

jaken@godynamic.com  
lancem@godynamic.com  
rochelleb@godynamic.com  
tomt@godynamic.com

### **Product & Service Category: Consulting**

Dynamic Medical Systems is a leading provider of wound care services and equipment rental solutions to more than 1000 Long Term Care facilities across the U.S. Our 24x7 service delivery model, clinical staff (RN's and PT's), best of class products, and focus upon efficiency enable us to provide unparalleled service and significantly reduced costs in several key business areas. Dynamic's areas of expertise include, wound therapy support surface solutions, Wound Consulting services, facility wide safety and injury prevention programs and consulting, bariatric equipment, bed frames, respiratory and Oxygen services, and interior furnishings.

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## Haffenreffer & Associates, Inc.

10050 N.W. Ash Street  
Portland, OR 97229

Phone: (800) 733-6590  
Phone: (503) 297-2732  
Fax: (503) 297-5638  
www.consultdemi.net

Demi Haffenreffer  
Kathryn Mustonen

demi@consultdemi.net  
kat@consultdemi.net

### **Product & Service Category: Consulting**

Haffenreffer & Associates supports providers in delivering quality, person-centered care in the skilled and community based setting by offering consulting services, mock surveys (QIS and traditional), CQI, MDS and PPS audits and over 100 educational workshops and classes essential to long-term care.

---

## Hansen Hunter & Co. P.C.

8930 S.W. Gemini Drive  
Beaverton, OR 97008

Phone: (503) 244-2134  
Fax: (503) 244-9754  
www.hhc-cpa.com

Jeff Moore  
Lou McCollum  
Ray Whitlow

jmoore@hhc-cpa.com  
lmccollum@hhc-cpa.com  
rwhitlow@hhc-cpa.com

### **Product & Service Category: Consulting**

CPA firm that provides Medicaid and Medicare cost reports, nurse clinical consulting, RUG's cost analysis, reimbursement consulting and appeals, audits, financial budgets, certificate of need services, financial and tax consulting.

---

## Harmony Healthcare

430 Boston Street, Suite 104  
Topsfield, MA 01983

Phone: (978) 887-8919  
Fax: (978) 887-3738  
www.harmony-healthcare.com

Barry Ralston

bralston@harmony-healthcare.com

### **Product & Service Category: Consulting**

Medicare and Case Net Compliance Reimbursement Consulting Experts as well as MDS 3.0 Training Specialists.

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## Infinity Rehab

25117 S.W. Parkway, Suite D  
Wilsonville, OR 97070

Phone: (503) 570-3665  
Fax: (503) 570-9155  
www.infinityrehab.com

Angus Brown  
Donna Mueller  
Michelle Meredith

afbrown@infinityrehab.com  
dmueller@infinityrehab.com  
mmeredith@infinityrehab.com

**Product & Service Category: Consulting**

Your local resource for contract rehab, rehab consulting, and rehab education.

---

## Innovatix, LLC

390 Seagrove Loop  
Lincoln City, OR 97367

Phone: (646) 522-8685  
Fax: (541) 359-4663  
www.innovatix.com

Holly Simmons  
Sam Allen  
Vance Freeman

hsimmons@innovatix.com  
sallen@innovatix.com  
vfreeman@innovatix.com

**Product & Service Category: Consulting**

Innovatix is the nation's largest non-acute care group purchasing organization. We provide our members access to the largest comprehensive portfolio of products and services at discounted pricing. Never any cost to our members to join.

---

## Investment Advisory Group, LLC

117 Saddle View Drive  
Boerne, TX 78006

Phone: (830) 537-6003  
www.iagus.com

William Fisher

bill.fisher@iagus.com

**Product & Service Category: Consulting**

Investment Advisory Group is a financial services company. We work to provide financial "best practices" in offering investment advisory services, property & casualty insurance and access to capital.

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## Irwin Partners Architects

1319 Dexter Avenue N., Suite 160  
Seattle, WA 98109

Phone: (206) 282-4773  
Fax: (206) 282-2406  
www.ipaoc.com

Thomas Mead

tmead@ipaoc.com

### **Product & Service Category: Consulting**

Established in 1966, Irwin Partners Architects is a dynamic group of professionals providing innovative designs for maturing markets. Our full spectrum of capabilities include master planning and design for 55+ Lifestyle, Independent and Assisted Living campuses, Alzheimer's, Skilled Nursing and Mixed Use Projects and Interiors.

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## Kutoff Consulting, LLC

15015 Main Street, Suite 207  
Bellevue, WA 98007

Phone: (425) 747-3533  
Fax: (425) 747-9919

Mickey Kutoff

kutoffconsult@qwestoffice.net

### **Product & Service Category: Consulting**

Medicaid/Medicare cost reports and analysis, reimbursement consulting.

---

## Marathon Development Inc.

12600 S.E. 38th Street, Suite 210  
Bellevue, WA 98006

Phone: (425) 747-9952  
Fax: (425) 675-4599  
www.marathondev.com

Denise Medgard  
Ted Johnson

dmedgard@marathondev.com  
tjohnson@marathondev.com

### **Product & Service Category: Consulting**

Marathon Development, Inc. provides the following services: real estate development and consultation, project financing (including HUD), property condition reports, due diligence, and facilitates project design, permitting and project management through building and project closeout nationally for 15 years for lenders, owners and operators of senior housing communities.

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## Moss Adams LLP

1301 'A' Street, Suite 600  
Tacoma, WA 98402

Phone: (253) 572-4100  
Fax: (253) 383-8085  
www.mossadams.com  
healthcare@mossadams.com

Kevin Bowman  
Lisa Hoglan  
Nancy Schauer  
Vera McGinnis

kevin.bowman@mossadams.com  
lisa.hoglan@mossadams.com  
nancy.schauer@mossadams.com  
vera.mcginnis@mossadams.com

### **Product & Service Category: Consulting**

Provides financial accounting and assurance services, including Federal A-133 audits; Federal, State and Local tax compliance, consulting, and planning; operational compliance; reimbursement services; strategic planning; and technology and general consulting.

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## Patricia E. Rudy

16034 - 104th Avenue N.E.  
Bothell, WA 98011

Phone: (206) 713-3740  
Fax: (425) 488-4419

Patricia Rudy

perudy@norwayhill.net

### **Product & Service Category: Consulting**

Medicare and Medicaid cost reports, CON services, financial feasibility studies, RUG and rate analyses, reimbursement consulting & financial consulting, industry statistic reports.

---

## Payless Drug LTC Pharmacy

111 S.E. Everett Mall Way  
Everett, WA 98213

Phone: (800) 330-3665  
Fax: (800) 982-2730  
www.paylessdrug.com

Chris Brown  
Judy Perry  
Nicolle King Deering

cbrown@paylessdrug.com  
jperry@paylessdrug.com  
ndeering@paylessdrug.com

### **Product & Service Category: Consulting**

We provide pharmacy service to all levels of congregate care, and we have a division that supports home healthcare as well.. We cover all of Washington from our four locations: Everett, Spokane, Portland, and Eugene. We are there when you needs us. Always.

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## Perkins Eastman

23 Geary Street, Suite 500  
San Francisco, CA 94108

Phone: (415) 926-7900  
Fax: (415) 926-7733  
[www.perkinseastman.com](http://www.perkinseastman.com)

Carolyn Dowd  
John Amanat  
Leslie Moldow  
Lori Miller

[c.dowd@perkinseastman.com](mailto:c.dowd@perkinseastman.com)  
[j.amanat@perkinseastman.com](mailto:j.amanat@perkinseastman.com)  
[l.moldow@perkinseastman.com](mailto:l.moldow@perkinseastman.com)  
[l.miller@perkinseastman.com](mailto:l.miller@perkinseastman.com)

### **Product & Service Category: Consulting**

Perkins Eastman offers providers and operators the latest solutions in planning and design, strategic visioning, board education, partnership development, program management, and post occupancy research. Our staff understands the complex strategic, financing, and planning issues facing your organizations, and we are experts at creating dynamic new buildings as well as working with existing buildings—reinventing your community, managing phased replacement programs, responding to today’s technology, and upgrading interiors for appealing physical and social spaces. Our goal is to help you to create residential care environments that support operations, promote healing, and increase comfort for residents, visitors, and staff. View our portfolio: [www.perkinseastman.com](http://www.perkinseastman.com).

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## Qualis Health

10700 Meridian Avenue N. #100  
P.O. Box 33400  
Seattle, WA 98133

Phone: (800) 949-7536  
Fax: (206) 366-3370  
[www.qualishealth.org](http://www.qualishealth.org)

Carol Higgins  
Sharon Eloranta  
Selena Bolotin  
Susan Hausmann

[carolh@qualishealth.org](mailto:carolh@qualishealth.org)  
[sharone@qualishealth.org](mailto:sharone@qualishealth.org)  
[sbolotin@qualishealth.org](mailto:sbolotin@qualishealth.org)  
[susanh@qualishealth.org](mailto:susanh@qualishealth.org)

### **Product & Service Category: Consulting**

Qualis Health is dedicated to improving the quality of healthcare delivery and health outcomes for individuals and populations across the nation. Headquartered in Seattle, we are a nonprofit healthcare quality improvement and consulting organization that strives to achieve performance excellence for our clients by focusing on best practices and providing a range of services that lead to better quality care, higher patient and provider satisfaction, and greater efficiency. As the Medicare Quality Improvement Organization for Washington and Idaho, our team of quality improvement consultants and clinical leaders works with healthcare providers, consumers and community partners to redesign processes, build sustainable change and deliver care with improved value, quality and safety for patients. For more information, see [www.QualisHealthMedicare.org](http://www.QualisHealthMedicare.org).

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## Safely Senior

P.O. Box 1342  
Vashon, WA 98070

Phone: (206) 567-0083  
Fax: (206) 463-1218  
www.safelysenior.com

Debbie Mitchell  
Ron Mitchell  
Steve Neil  
Terry Raisio

deb@safelysenior.com  
ron@safelysenior.com  
steve@ruwired4life.com  
terry@safelysenior.com

### **Product & Service Category: Consulting**

Safely Senior is a specialty service provider that makes community renovations to meet the needs of seniors and the operators that provide quality housing environments. We provide consulting on a variety of needed services such as financing, operations and renovations.

---

## Shoesmith Architects

9649 - 174th Place N.E.  
Redmond, WA 98052

Phone: (206) 491-1419  
www.shoesmitharchitects.com

John Shoesmith

john@shoesmitharchitects.com

### **Product & Service Category: Consulting**

Planning, strategic visioning, architectural design and consulting services. Our goal is to help you create successful, engaging and innovative senior living communities that represent enduring beauty and the highest degree of functional integrity.

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## Spectrum Consultants, Inc.

2439 - 55th Avenue S.W.  
Seattle, WA 98116

Phone: (206) 280-5061  
www.spectrumconsults.com

Tom Stanfield

tstanfield@spectrumconsults.com

### **Product & Service Category: Consulting**

Spectrum is a consulting company serving the non profit CCRC industry for over 32 years. We provide consulting services in market research, product development, project management, financial services, creative services and marketing and sales.

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## Wattenbarger Architects

2100 - 112th Avenue N.E., Suite 100  
Bellevue, WA 98004

Phone: (425) 453-0606  
Fax: (425) 453-4772  
www.wattenbarger.com

James Brown  
Stephen Wattenbarger  
Todd Sargeant

jbrown@wattenbarger.com  
steve@wattenbarger.com  
todds@wattenbarger.com

### **Product & Service Category: Consulting**

Working with you to advance housing and services for older adults. Our mission: Improving the quality of life for older adults through design.

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## Ziegler

8501 N. Scottsdale Road, Suite 250  
Scottsdale, AZ 85253

Phone: (800) 327-3666  
Fax: (480) 951-2093  
www.ziegler.com

Aaron Schroeder  
Frank Rockwood  
Mary Munoz  
Pauline Blank  
Rebecca Neth Townsend

aschroeder@ziegler.com  
frockwood@ziegler.com  
mmunoz@ziegler.com  
pblank@ziegler.com  
rntownsend@ziegler.com

### **Product & Service Category: Consulting**

Ziegler provides investment banking, bond underwriting, M&A, derivative advisory and strategic advisory services to senior living and healthcare providers. Ziegler is a licensed HUD lender.

# Diagnostics

## CHC - Columbia Hydronics Co.

12828 Gateway Drive. Bldg #5  
Seattle, WA 98168

Phone: (206) 819-2346  
www.chchydronics.com

Jeffrey Van Pay

jvanpay@chchydronics.com

### Product & Service Category:      **Diagnostics**

Manufacturer's representative for mechanical equipment - pumps, boilers, expansion tanks, volume water heaters, pressure boosters, sewage ejectors, steam traps, heat exchanges, tanks, etc. \* Equipment Supplier \*

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## Schryver Medical Sales and Marketing

12075 E. 45th Avenue, Suite 600  
Denver, CO 80239

Phone: (800) 638-3240  
Fax: (303) 785-9326  
www.schryvermedical.com

Arno Bergstrom  
Dave Paison  
Tate Wilder  
Vann Lanz

arno.bergstrom@schryvermedical.com  
dave.paison@schryvermedical.com  
tate.wilder@schryvermedical.com  
vann.lanz@schryvermedical.com

### Product & Service Category:      **Diagnostics**

Full service supplier of healthcare products to long term care facilities to include mobile diagnostics services for laboratory, x-ray and ultrasound.

# Education

## American Medical Technologies

3631 Tulalip Avenue  
Everett, WA 98201

Phone: (325) 450-1251  
Fax: (425) 367-4433  
www.amtwoundcare.com

Judy Gettmann

judith.gettmann@amtwoundcare.com

### Product & Service Category:      **Education**

AMT is the leading provider of wound care solutions in the U.S. We are an accredited DMEPOS and participating Medicare Part B supplier and provide education on wound care and product reimbursement by our clinical specialists.

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## CHC - Columbia Hydronics Co.

12828 Gateway Drive. Bldg #5  
Seattle, WA 98168

Phone: (206) 819-2346  
www.chchydronics.com

Jeffrey Van Pay

jvanpay@chchydronics.com

### **Product & Service Category: Education**

Manufacturer's representative for mechanical equipment - pumps, boilers, expansion tanks, volume water heaters, pressure boosters, sewage ejectors, steam traps, heat exchanges, tanks, etc. \* Equipment Supplier \*

---

## Haffenreffer & Associates, Inc.

10050 N.W. Ash Street  
Portland, OR 97229

Phone: (800) 733-6590  
Phone: (503) 297-2732  
Fax: (503) 297-5638  
www.consultdemi.net

### **Product & Service Category: Education**

Haffenreffer & Associates supports providers in delivering quality, person-centered care in the skilled and community based setting by offering consulting services, mock surveys (QIS and traditional), CQI, MDS and PPS audits and over 100 educational workshops and classes essential to long-term care.

---

## Medline Industries, Inc.

4700 Village Green Drive  
El Dorado Hills, CA 95762

Phone: (916) 517-9899  
Fax: (866) 619-4620  
www.medline.com

Brian Lynn  
Jeremy Grant  
Joven Yount  
Mike Bowlden  
Nile Whitney

blynn@medline.com  
jgrant@medline.com  
jyount@medline.com  
mbowlden@medline.com  
nwhitney@medline.com

### **Product & Service Category: Education**

Medline is proud to offer Medline University (MU), our FREE online clinical education resource for nurses, surgical technicians and nursing home administrators. Medline University offers 201.75 free CEs covering a broad healthcare curriculum including: Infection Control, Wound Care, Incontinence, Respiratory Care, Long-Term Care administration and nursing; Home Care, Legal Aspects of Nursing, Safety, and more.

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## Qualis Health

10700 Meridian Avenue N. #100  
P.O. Box 33400  
Seattle, WA 98133

Phone: (800) 949-7536  
Fax: (206) 366-3370  
[www.qualishealth.org](http://www.qualishealth.org)

Carol Higgins  
Sharon Eloranta  
Selena Bolotin  
Susan Hausmann

[carolh@qualishealth.org](mailto:carolh@qualishealth.org)  
[sharone@qualishealth.org](mailto:sharone@qualishealth.org)  
[sbolotin@qualishealth.org](mailto:sbolotin@qualishealth.org)  
[susanh@qualishealth.org](mailto:susanh@qualishealth.org)

### **Product & Service Category: Education**

Qualis Health is dedicated to improving the quality of healthcare delivery and health outcomes for individuals and populations across the nation. Headquartered in Seattle, we are a nonprofit healthcare quality improvement and consulting organization that strives to achieve performance excellence for our clients by focusing on best practices and providing a range of services that lead to better quality care, higher patient and provider satisfaction, and greater efficiency. As the Medicare Quality Improvement Organization for Washington and Idaho, our team of quality improvement consultants and clinical leaders works with healthcare providers, consumers and community partners to redesign processes, build sustainable change and deliver care with improved value, quality and safety for patients. For more information, see [www.QualisHealthMedicare.org](http://www.QualisHealthMedicare.org).

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## Silverchair Learning Systems

107 Edinburgh South, Suite 206  
Cary, NC 27511

Phone: (919) 655-1805  
Fax: None  
[www.silverchairlearning.com](http://www.silverchairlearning.com)

Kelly Vecellio  
Josh Ryan

[kvecellio@silverchairlearning.com](mailto:kvecellio@silverchairlearning.com)  
[jryan@silverchairlearning.com](mailto:jryan@silverchairlearning.com)

### **Product & Service Category: Education**

Silverchair is the leading senior care employee training provider. Over 450,000 caregivers nationwide trust Silverchair for its easy-to-use system and excellent client service.

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## University of Washington School of Nursing

Continuing Nursing Education  
Box 359440  
Seattle, WA 98195

Phone: (206) 543-1074  
Fax: (206) 543-6953  
www.uwcne.org

Corie Goodloe  
Jaime Navetta  
Martha DuHamel  
Shannon Summers

corie@uw.edu  
jrwoods@uw.edu  
marthadu@uw.edu  
sbb82@uw.edu

### **Product & Service Category: Education**

The University of WA School of Nursing Continuing Nursing Education Program provides life long learning activities designed for nurses practicing in a wide variety of nursing specialties and health care settings. Activities include conferences, workshops, certificate courses, online courses, and self-study courses. Programs are developed in collaboration with representatives from diverse agencies within the Seattle metropolitan area and serve nurses and health care professionals from all over Washington and the Northwest region.

## Employee Benefit Services

### **CliftonLarsonAllen LLP**

3000 Northup Way, Suite 200  
Bellevue, WA 98004

Phone: (425) 250-6100  
Fax: (425) 827-6884  
www.larsonallen.com

Dan Frein  
Steve Bass (formerly Monson & Bass)

daniel.frein@cliftonlarsonallen.com  
steven.bass@cliftonlarsonallen.com

### **Product & Service Category: Employee Benefit Services**

CliftonLarsonAllen provides assurance, accounting, tax, financial and strategic consulting, and advisory services to health care providers across the nation including more than 1,200 aging services providers.

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## Kibble & Prentice, a USI Company

601 Union Street, Suite 1000  
Seattle, WA 98101

Phone: (206) 441-6300  
Fax: (610) 362-8509  
www.kpcom.com

Jenifer Carter  
Karen Martin  
Laura Berry  
Matt Lund  
Rex Lund  
Ryan Roberts

jenifer.carter@kpcom.com  
karena.martin@kpcom.com  
laura.barry@kpcom.com  
matt.lund@kpcom.com  
rex.lund@kpcom.com  
ryan.roberts@kpcom.com

### **Product & Service Category: Employee Benefit Services**

Kibble & Prentice is one of the largest regional insurance and financial services companies in the Northwest. Our healthcare practice provides comprehensive insurance and risk management solutions for medical professionals and facilities, including skilled nursing, assisted living, independent living and continuing care retirement communities. To complement our Aging Services endorsed group benefits programs, we work with businesses to provide a single source for property and casualty, as well as commercial and professional liability insurance and retirement plan consulting. For individuals, we provide investment management, estate planning and personal insurance solutions. We have strong relationships with insurance carriers, including exclusive access to certain products that can only be offered through Kibble & Prentice. Because we are able to focus on the healthcare industry, we understand how to address the unique risk management and insurance needs of your industry.

## Environmental Services

### **Mt. Hood Solutions**

14546 N. Lombard  
Portland, OR 97203

Phone: (800) 547-2594  
Phone: (503) 227-3505  
Fax: (503) 225-9143  
www.mthoodsolutions.com

Chris Hayes  
Greg Cossette  
Mike Mulflur

chris.hayes@mthoodsolutions.com  
greg.cossette@mthoodsolutions.com  
mike.mulflur@mthoodsolutions.com

### **Product & Service Category: Environmental Services**

Laundry, kitchen, and housekeeping chemicals.

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## Sodexo Senior Living

17915 Circle Drive  
Bothell, WA 98011

Phone: (206) 849-1793  
Fax: (866) 234-3111  
www.sodexousa.com

Darlene Sepulveda  
Nancy Russell  
Shirley Palmieri  
William Sibbers

darlene.sepulveda@sodexo.com  
nancy.russell@sodexo.com  
shirley.palmieri@sodexo.com  
bill.sibbers@sodexo.com

### **Product & Service Category: Environmental Services**

Sodexo is the leading global provider of hospitality services in the senior living market. Our innovative programs in Dining, Nutrition, Health and Wellness, Maintenance, Housekeeping, and Laundry help you provide an exceptional resident experience in an environment of independence, engagement and respect.

## Equipment

### **CHC - Columbia Hydronics Co.**

12828 Gateway Drive. Bldg #5  
Seattle, WA 98168

Phone: (206) 819-2346  
www.chchydronics.com

Jeffrey Van Pay

jvanpay@chchydronics.com

### **Product & Service Category: Equipment**

Manufacturer's representative for mechanical equipment - pumps, boilers, expansion tanks, volume water heaters, pressure boosters, sewage ejectors, steam traps, heat exchanges, tanks, etc. \* Equipment Supplier \*

---

## Food Services of America

P.O. Box 3547  
Seattle, WA 98124

Phone: (425) 251-3874  
Fax: (206) 676-9449  
www.fsafood.com

Jerome Silva  
Kathy Cheng-York  
Kraig Elliott  
Nancy Lambert

jerome\_silva@fsafood.com  
Kathy\_cheng-york@fsafood.com  
kraig\_elliott@fsafood.com  
nancy\_lambert@fsafood.com

### **Product & Service Category: Equipment**

Distributor featuring canned, dry, and frozen foods, fresh meat, seafood, produce and milk. Complete beverage and equipment departments providing coffee equipment, china and table top supplies. Computer menu service also available.

---

## Gulf South Medical Supply

627 N.E. 201st Street  
Shoreline, WA 98155

Phone: (800) 347-2456  
Phone: (206) 853-0880  
Fax: (206) 327-9122  
www.gsms.com

Derek Henley, Spokane, E. Wa Account Manager dhenley@gsms.com  
Jeff Crosgrove jcrosgrove@gsms.com  
Joe Abbott, Account Executive joabbott@gsms.com  
Mark Mertz, Sales Leader mmertz@gsms.com  
Thomas Massey, N. Seattle Account Executive tmassey@gsms.com

**Product & Service Category: Equipment**

A full line medical supply distributor.

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## Keen

6500 N.E. Halsey Street, Bldg. B  
Portland, OR 97213

Phone: (503) 285-9090  
Fax: (503) 223-9488  
www.healthcare.com

Vail Horton vail@keenmobility.com

**Product & Service Category: Equipment**

A Leading National Manufacturer, Distributor, Dealer and Retailer of Medical Equipment and Supplies. Most innovative, highest quality, lowest price, best customer service. Passionate in helping elderly, injured, disabled contribute fully to society.

---

## Legacy Power Systems

P.O. Box 360  
Burley, WA 98322

Phone: (253) 858-0214  
Phone: (253) 686-3050  
Fax: (253) 858-0215  
www.legacypower.com

Phil Peterson philpeterson@legacypower.com  
Tom Tracy tomt@legacypower.com

**Product & Service Category: Equipment**

Legacy Power Systems sells, installs, services and repairs emergency standby power generators and automatic transfer switches.

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## McKesson Medical-Surgical

9120 S.W. Wilshire  
Portland, OR 97225

Phone: (503) 421-9685  
Fax: (503) 699-5318  
www.mckesson.com

Brian Moriniti  
Linda Poole  
Matt Wilbourn  
Michael Hughes

brian.moriniti@mckesson.com  
linda.poole@mckesson.com  
matt.wilbourn@mckesson.com  
mike.hughes@mckesson.com

### **Product & Service Category: Equipment**

A medical, surgical, equipment, and textiles distributor servicing extended and alternate facilities.

---

## Medline Industries, Inc.

4700 Village Green Drive  
El Dorado Hills, CA 95762

Phone: (916) 517-9899  
Fax: (866) 619-4620  
www.medline.com

Brian Lynn  
Jeremy Grant  
Joven Yount  
Mike Bowlden  
Nile Whitney

blynn@medline.com  
jgrant@medline.com  
jyount@medline.com  
mbowlden@medline.com  
nwhitney@medline.com

### **Product & Service Category: Equipment**

Medline's capital equipment selection includes all the brands you know and trust, such as Blickman, Pedigo, Seca and Rice Lake. All Medline products are built to precise standards and offer premium performance. We can review your capital equipment list and non-stock requisitions and help you determine where you can reduce costs. As both a manufacturer and a distributor, Medline offers exceptional value and a wide variety of financing options to make it easy for you to get what you need.

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## Pro\*Abilities/Weaver & Associates + Liko NW

P.O. Box 99903  
Lakewood, WA 98499

Phone: (253) 581-2925  
Fax: (253) 581-3033  
www.weavermark.com

Brad Weaver  
Lena Smith  
Mark Weaver

brad@weavermark.com  
lena@weavermark.com  
mark@weavermark.com

### **Product & Service Category: Equipment**

We are providers of safe patient handling solutions, employee injury prevention programs and clinical ergonomics.

---

## TOTO USA, Inc.

363 Thornton Gore Road  
Thornton, NH 03285

Phone: (603) 745-8686  
www.totousa.com

Gunnar Baldwin

gbaldwin@totousa.com

### **Product & Service Category:      Equipment**

TOTO manufactures plumbing products that are especially beneficial to those that are trying to either "age-in-place" or maintain some independence and dignity in a care facility of any kind. Our Washlet allows a person to take care of themselves without a nurse or other caregiver helping them.

---

## Washington Automated, Inc.

5801 - 23rd Drive W., Suite 103  
Everett, WA 98203

Phone: (425) 743-7388  
Fax: (425) 407-0188  
www.washingtonautomated.com

Andy Jacoby, Washer Sales  
Gary Kelly  
Jack Stratton, Ozone Systems  
John George

andy.jacoby@washingtonautomated.com  
gary.kelly@washingtonautomated.com  
jack.stratton@washingtonautomated.com  
john.george@washingtonautomated.com

### **Product & Service Category:      Equipment**

Commercial laundry equipment - washers, dryers, ozone, sales, service and parts. Serving the Northwest for over 42 years.

# Financial Services

## A/R SNF Solutions, LLC

10506 - 420th Avenue S.E.  
North Bend, WA 98045

Phone: (407) 977-8878  
Fax: (321) 244-0545  
www.snf-solutions.com

Ed Waud  
Lana Waud

ed@snf-solutions.com  
lana@snf-solutions.com

### **Product & Service Category:      Financial Services**

A/R SNF Solutions, LLC is a billing and consulting firm that takes pride in providing Accounts Receivable management, interim and continuing billing services, business office operations consulting, and training to clients nationwide.

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## Cain Brothers

3780 Kilroy Airport Way, Suite 200  
Long Beach, CA 90806

Phone: (562) 264-0300  
Fax: (562) 733-0524  
www.cainbrothers.com

Bill Pomeranz  
Katherine Kirchhoff

bpomeranz@cainbrothers.com  
kkirchhoff@cainbrothers.com

### **Product & Service Category: Financial Services**

Investment banking services to the senior living industry, including taxable/tax-exempt debt; FHA/FNMA-insured loans; private equity placements; development oversight; debt capacity, acquisition and credit evaluations.

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## Clark Nuber P.S.

10900 N.E. 4th Street, Suite 1700  
Bellevue, WA 98004

Phone: (425) 454-4919  
Fax: (425) 709-6672  
www.clarknuber.com

Mitch Hansen  
Rhona Kwiram  
Sue Lewis

mhansen@clarknuber.com  
rkwiram@clarknuber.com  
slewis@clarknuber.com

### **Product & Service Category: Financial Services**

Specializing in long-term care facilities, we have helped organizations with financial statement audits, best practices consulting, protecting property tax exemptions, sales and B&O tax issues, 990 preparation and UBIT issues, HUD and A-133 compliance audits, tax credit compliance, not-for profit software systems solutions, tax-exempt bond compliance, Medicare and Medicaid cost reports, CCRC contract accounting issues, and Board training.

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## CliftonLarsonAllen LLP

3000 Northup Way, Suite 200  
Bellevue, WA 98004

Phone: (425) 250-6100  
Fax: (425) 827-6884  
www.larsonallen.com

Dan Frein  
Steve Bass (formerly Monson & Bass)

daniel.frein@cliftonlarsonallen.com  
steven.bass@cliftonlarsonallen.com

### **Product & Service Category: Financial Services**

CliftonLarsonAllen provides assurance, accounting, tax, financial and strategic consulting, and advisory services to health care providers across the nation including more than 1,200 aging services providers.

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## Crown Research Corporation

24111 N.E. Halsey Street  
Troutdale, OR 97060

Phone: (503) 661-1999  
Fax: (503) 667-8253  
www.crownresearch.com

Mark Miles

mark@crowresearch.com

### **Product & Service Category: Financial Services**

Provides market and economic feasibility studies, regulatory compliance and other professional services for retirement communities, CCRC's, ALF's, SNF's.

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## CW Capital

1010 Washington Street, Suite 200  
Vancouver, WA 98660

Phone: (360) 713-5900  
Fax: (360) 713-5999  
www.cwcapital.com

Heidi Begeot  
Jay Hansen  
Tom Peters

hbegeot@cwcapital.com  
jhansen@cwcapital.com  
tpeters@cwcapital.com

### **Product & Service Category: Financial Services**

A lender for the purchase of new construction of Assisted Living, Senior Housing and Skilled Nursing Facilities.

---

## Investment Advisory Group, LLC

117 Saddle View Drive  
Boerne, TX 78006

Phone: (830) 537-6003  
www.iagus.com

William Fisher

bill.fisher@iagus.com

### **Product & Service Category: Financial Services**

Investment Advisory Group is a financial services company. We work to provide financial "best practices" in offering investment advisory services, property & casualty insurance and access to capital.

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## Lancaster Pollard & Co.

65 E. State Street, 16th Floor  
Columbus, OH 43215

Phone: (614) 224-8800  
Fax: (614) 224-8805  
www.lancasterpollard.com

Matthew Lindsay

mlindsay@lancasterpollard.com

### **Product & Service Category: Financial Services**

Provides investment banking, mortgage banking, and investment advisory services for operators of CCRC's, nursing and assisted living facilities and affordable housing properties.

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## Mutual of America

3400 - 188th Street S.W., Suite 440  
Lynnwood, WA 98037

Phone: (425) 778-8434  
Fax: (425) 778-0828  
www.mutualofamerica.com

Darryl Robbins  
David Lim  
Sam Taber

seattle@mutualofamerica.com

### **Product & Service Category: Financial Services**

Retirement plans, 401k's, 403b's payroll-deduction savings plans.

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## Piper Jaffray & Co.

800 Nicollet Mall, J13N01  
Minneapolis, MN 55402

Phone: (612) 303-6704  
Fax: (612) 303-6966  
www.piperjaffray.com

601 Union Street, Suite 5010  
Seattle, WA 98101

Phone: (206) 254-7222  
Fax: (206) 254-7227

Brad Wirt

bradley.d.wirt@pjc.com

### **Product & Service Category: Financial Services**

Piper Jaffray is a 100 year old investment banking company with extensive experience serving the non-profit senior living industry with bond underwriting and lending services.

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## Washington State Housing Finance Commission

1000 Second Avenue, #2700  
Seattle, WA 98104

Phone: (206) 287-4417  
Fax: (206) 254-5357  
[www.wshfc.org](http://www.wshfc.org)

Dan Schilling  
David Clifton  
Erin Dorsey  
Sharonn Meeks  
Viet Tran

[dan.schilling@wshfc.org](mailto:dan.schilling@wshfc.org)  
[david.clifton@wshfc.org](mailto:david.clifton@wshfc.org)  
[erin.v.dorsey@wshfc.org](mailto:erin.v.dorsey@wshfc.org)  
[sharonn.meeks@wshfc.org](mailto:sharonn.meeks@wshfc.org)  
[viet.tran@wshfc.org](mailto:viet.tran@wshfc.org)

### **Product & Service Category: Financial Services**

Provides below-market financing for capital facilities and equipment to providers of independent living, congregate care, assisted living, nursing homes, adult day care and CCRC's.

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## Ziegler

8501 N. Scottsdale Road, Suite 250  
Scottsdale, AZ 85253

Phone: (800) 327-3666  
Fax: (480) 951-2093  
[www.ziegler.com](http://www.ziegler.com)

Aaron Schroeder  
Frank Rockwood  
Mary Munoz  
Pauline Blank  
Rebecca Neth Townsend

[aschroeder@ziegler.com](mailto:aschroeder@ziegler.com)  
[frockwood@ziegler.com](mailto:frockwood@ziegler.com)  
[mmunoz@ziegler.com](mailto:mmunoz@ziegler.com)  
[pblank@ziegler.com](mailto:pblank@ziegler.com)  
[rntownsend@ziegler.com](mailto:rntownsend@ziegler.com)

### **Product & Service Category: Financial Services**

Ziegler provides investment banking, bond underwriting, M&A, derivative advisory and strategic advisory services to senior living and healthcare providers. Ziegler is a licensed HUD lender.

# Flooring

## Forbo Flooring

2419 N.E. 88th Street  
Vancouver, WA 98665

Phone: (360) 281-1918  
Fax: (360) 326-1784  
www.forboflooringna.com

Cherie McNabb

cherie.mcنabb@forbo.com

### **Product & Service Category: Flooring**

Forbo Flooring is a manufacturer of flooring ranging from our Marmoleum tile and sheet (natural product: Linseed oil, Pine rosin, Wood flour, pigments, and a jute backing), Eternal vinyl sheet flooring, Flotex (fuzzy vinyl - looks like carpet feels like carpet but cleans like vinyl), Coral Walk off matting. Forbo is a full service quality flooring for the senior housing market.

---

## Interface FLOR

1503 Orchard Hill Road  
LaGrange, GA 30240

Phone: (206) 594-9211  
Phone: (206) 218-4652  
Fax: (706) 845-8100  
www.interfaceflor.com

Melanie Keith  
Rick Knight

melanie.keith@interfaceflor.com  
rick.knight@interfaceflor.com

### **Product & Service Category: Flooring**

Interface Flor, the world's largest manufacturer of commercial modular carpet, is setting the pace for manufacturing using material and process that take less from the environment and is well along the path to "Mission Zero," the company's promise to eliminate any negative impact it has on the environment by 2020.

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## Tandus

5238 - 236th Place S.E.  
Issaquah, WA 98029

Phone: (425) 941-3881  
Fax: (866) 748-7374  
www.tandus.com

Paul Gibian

pgibian@tandus.com

### **Product & Service Category: Flooring**

Providers of senior living face unique challenges when it comes to floor covering. Products are required that help create a safe, comfortable and attractive environment, while also meeting the numerous high-performance demands of a healthcare facility. At Tandus Flooring, we understand the needs of residents, staff, owners and operators. For more than 38 years, our company has been a long-term care specialist, providing quality floor coverings, exceptional service and customized solutions to facilities like yours. Tandus Flooring products include Powerbond, a hybrid resilient sheet flooring, modular tile, broadloom, and woven carpet. Our products contribute to LEED certification and are recyclable back into carpet.

## Food Services

### **Dietitian Consulting Services**

8015 S.E. 28th Street, Suite 304  
Mercer Island, WA 98040

Phone: (206) 232-8700  
Fax: (206) 232-8741  
www.dcsrd.com

Amanda Riffle  
Terri Raymond

agriffle@hotmail.com  
dcs@dcsrd.com

### **Product & Service Category: Food Service**

Consulting services to long-term care and retirement communities, CQI service, nutrition presentations and In-services.

---

## Food Services of America

P.O. Box 3547  
Seattle, WA 98124

Phone: (425) 251-3874  
Fax: (206) 676-9449  
www.fsafood.com

Jerome Silva  
Kathy Cheng-York  
Kraig Elliott  
Nancy Lambert

jerome\_silva@fsafood.com  
Kathy\_cheng-york@fsafood.com  
kraig\_elliott@fsafood.com  
nancy\_lambert@fsafood.com

### **Product & Service Category: Food Service**

Distributor featuring canned, dry, and frozen foods, fresh meat, seafood, produce and milk. Complete beverage and equipment departments providing coffee equipment, china and table top supplies. Computer menu service also available.

---

## Morrison Senior Living

3606 Seabreeze Lane  
Corona Del Mar, CA 92625

Phone: (800) 686-6323  
Phone: (949) 677-5984  
Fax: (949) 644-7626  
www.iammorrison.com

Krista Nay  
Philippe Michelin  
Shawn Leary

kristanay@iammorrison.com  
philippemichelin@iammorrison.com  
shawnleary@iammorrison.com

### **Product & Service Category: Food Service**

Morrison specializes in the senior living industry, providing exceptional hospitality experiences nationwide. At Morrison Senior Living, we provide peace of mind to our clients by delivering on our vision: Great people will deliver great service and great results.

---

## Pure Water Technology of Puget Sound

1756 Airport Way S.  
Seattle, WA 98134

Phone: (206) 588-4300  
Fax: (206) 588-4305  
www.pwtpugetsound.com

Al Didier  
Andrew Didier

al.didier@pwtps.com  
andrew.didier@pwtpugetsound.com

### **Product & Service Category: Food Service**

Pure Water Technology specializes in premium coffee and water services with an emphasis on sustainability and wellness.

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## Sodexo Senior Living

17915 Circle Drive  
Bothell, WA 98011

Phone: (206) 849-1793  
Fax: (866) 234-3111  
[www.sodexousa.com](http://www.sodexousa.com)

Darlene Sepulveda  
Nancy Russell  
Shirley Palmieri  
William Sibbers

[darlene.sepulveda@sodexo.com](mailto:darlene.sepulveda@sodexo.com)  
[nancy.russell@sodexo.com](mailto:nancy.russell@sodexo.com)  
[shirley.palmieri@sodexo.com](mailto:shirley.palmieri@sodexo.com)  
[bill.sibbers@sodexo.com](mailto:bill.sibbers@sodexo.com)

### **Product & Service Category: Food Service**

Sodexo is the leading global provider of hospitality services in the senior living market. Our innovative programs in Dining, Nutrition, Health and Wellness, Maintenance, Housekeeping, and Laundry help you provide an exceptional resident experience in an environment of independence, engagement and respect.

---

## SYSCO Food Services of Seattle Inc.

P.O. Box 97054  
Kent, WA 98064

Phone: (206) 622-2261  
Fax: (206) 721-2691  
[www.syscoseattle.com](http://www.syscoseattle.com)

Debby Latham-Skagen  
Jim Thiel  
Tawni Mabel

[latham-skagen.debby@sea.sysco.com](mailto:latham-skagen.debby@sea.sysco.com)  
[thiel.jim@spk.sysco.com](mailto:thiel.jim@spk.sysco.com)  
[mabel.tawni@sea.sysco.com](mailto:mabel.tawni@sea.sysco.com)

### **Product & Service Category: Food Service**

From farm to the fork, SYSCO can provide everything to prepare healthy and nutritional meals. We are dedicated to helping our customers succeed. Menu programs available.

# Furnishings

## **Basic American Medical Products**

*a division of GF Health Products, Inc.*

2935 Northeast Parkway  
Atlanta, GA 30360

Phone: (800) 554-9215  
Fax: (800) 524-4113  
www.grahamfield.com

Dennis Pollyniak  
Johnnie Reed

dpollyniak@grahamfield.com  
jreed@grahamfield.com

### **Product & Service Category: Furnishings**

Leading manufacturer of beds, furniture, mattresses and equipment. We also offer a full "turn key" program which includes complementary interior design services by our experienced Healthcare Design Team. Ask about visiting our 10,000 square foot showroom and design center.

---

## **Gulf South Medical Supply**

627 N.E. 201st Street  
Shoreline, WA 98155

Phone: (800) 347-2456  
Phone: (206) 853-0880  
Fax: (206) 327-9122  
www.gsms.com

Derek Henley, Spokane, E. Wa Account Manager  
Jeff Crosgrove  
Joe Abbott, Account Executive  
Mark Mertz, Sales Leader  
Thomas Massey, N. Seattle Account Executive

dhenley@gsms.com  
jcrossgrove@gsms.com  
joabbott@gsms.com  
mmertz@gsms.com  
tmassey@gsms.com

### **Product & Service Category: Furnishings**

A full line medical supply distributor.

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## LRS Architects, Inc.

720 N.W. Davis Street, Suite 300  
Portland, OR 97209

Phone: (503) 221-1121  
Fax: (503) 221-2077  
www.lrsarchitects.com

Cynthia Schuster  
Dan Edwards  
Dan Purgiel  
Janice Goo

cschuster@lrsarchitects.com  
dedwards@lrsarchitects.com  
dpurgiel@lrsarchitects.com  
jgoo@lrsarchitects.com

**Product & Service Category:      Furnishings**

Full service architecture, master planning and design services.

---

## Medline Industries, Inc.

4700 Village Green Drive  
El Dorado Hills, CA 95762

Phone: (916) 517-9899  
Fax: (866) 619-4620  
www.medline.com

Brian Lynn  
Jeremy Grant  
Joven Yount  
Mike Bowlden  
Nile Whitney

blynn@medline.com  
jgrant@medline.com  
jyount@medline.com  
mbowlden@medline.com  
nwhitney@medline.com

**Product & Service Category:      Furnishings**

Medline understands that creating an inviting and comfortable living environment is vital because you are so much more than a healthcare facility. Medline offers Flexible payment plans and leasing packages - You choose an interest-free payment plan of three, six or 12 months, or a leasing option of up to 60 months for large capital equipment purchases. With more than 30 years of providing trusted healthcare products, Medline recognizes all you do for your residents. Our exceptional team of Interiors Specialists has developed versatile furnishing collections with the quality and durability you need, and the stylish look and feel that you'd love to have. Go to: <http://www.medline.com/interiors>

# General Contractor/Building

## **Aecon Buildings Inc.**

19020 - 33rd Avenue W., Suite 500  
Lynnwood, WA 98036

Phone: (425) 774-2945  
Fax: (425) 771-8094  
[www.usa.aecon.com](http://www.usa.aecon.com)

George Kramer  
Les Martin  
Neal Ruud

[gkramer@usa.aecon.com](mailto:gkramer@usa.aecon.com)  
[lmartin@usa.aecon.com](mailto:lmartin@usa.aecon.com)  
[nruud@usa.aecon.com](mailto:nruud@usa.aecon.com)

### **Product & Service Category: General Contractor/Building**

We are an award winning General Contractor providing Pre-Construction, Construction Management and General Construction services.

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## **GLY Construction**

200 -112th Avenue N.E., Suite 300  
Bellevue, WA 98004

Phone: (425) 451-8877  
Fax: (425) 453-5680  
[www.gly.com](http://www.gly.com)

Bill DeJarlais  
Charlie Hafenbrack  
Mark Kane  
Steve Hoffmann

[bill@gly.com](mailto:bill@gly.com)  
[charlie@gly.com](mailto:charlie@gly.com)  
[markk@gly.com](mailto:markk@gly.com)  
[steve@gly.com](mailto:steve@gly.com)

### **Product & Service Category: General Contractor/Building**

GLY Construction has been an active participant in the Washington construction industry and our communities since 1967. Our ability to provide cost effective facilities solutions is based on our integrated project delivery approach that engages owners, designers and facilities managers in establishing and fulfilling objectives for cost, flexibility, schedule and quality. GLY's history of predictable achievement of team goals has resulted in a significant number of repeat client relationships. As one of the larger locally-owned general contractors in the Puget Sound area, our scalable team-build approach provides our clients with economically and operationally successful outcomes on projects ranging from modest interior improvements to major building systems or departmental upgrades to new ground-up buildings and campus developments. We'd love to learn about projects you may be contemplating and have an opportunity to discuss how we may support your ongoing facilities development.

---

## Walsh Construction Co.

2905 S.W. First Avenue  
Portland, OR 97201

Phone: (503) 222-4375  
Fax: (503) 274-7676  
www.walshconstructionco.com

509 Fairview  
Seattle, WA 98109

Phone: (206) 547-4008  
Fax: (206) 547-3804

Kim Krippaehne  
Mike Bang  
Bill Reid

klane@walshconstructionco.com  
mbang@walshconstructionwa.com  
breid@walshconstructionwa.com

### **Product & Service Category: General Contractor/Building**

Walsh Construction Co. (WCC) is a general contractor specializing in senior, affordable mixed-use, multi-unit, special needs and student housing. Renovation, historic preservation, medical facilities, and high-end resorts round out the Walsh portfolio. From its Portland origin in 1961, the company has grown to include an office in Seattle and now employs 324 professionals. Incorporated in 1974 and employee owned, WCC has earned a solid reputation for thorough preconstruction services; helping design to your budget; experienced, dedicated, well-educated field and office professionals; fair business practices and cooperative problem-solving; high value, quality buildings for a wide range of size and cost; strong client relationships and focus on teamwork; value-driven community philanthropy; and a strong commitment to green building practices. Affordable and senior housing is the heart of our business. We have built or renovated over 35,000 units of affordable housing throughout the Northwest. That's an average of about 600 homes per year. We have also developed extremely productive methods for overseeing senior housing construction. In the last five years alone, WCC has completed 23 senior projects, including assisted living. We partner with over 35 different Housing Authorities and Community Development Corporations because we support their mission to serve our communities.

## HVAC

## CHC - Columbia Hydronics Co.

12828 Gateway Drive. Bldg #5  
Seattle, WA 98168

Phone: (206) 819-2346  
www.chchydronics.com

Jeffrey Van Pay

jvanpay@chchydronics.com

### **Product & Service Category: Heating, Ventilation and Air Conditioning (HVAC)**

Manufacturer's representative for mechanical equipment - pumps, boilers, expansion tanks, volume water heaters, pressure boosters, sewage ejectors, steam traps, heat exchanges, tanks, etc. \* Equipment Supplier \*

## Home Care

### A Helping Hand Homecare

5600 - 20th Avenue N.W.  
Seattle, WA 98107

Phone: (206) 686-7440  
Fax: (206) 686-8739  
www.ahelpinghandnw.com

Angelia Brigance  
Kim MacDonald  
Tyler Heyamoto

angelia@ahelpinghandnw.com  
kim.rn@ahelpinghandnw.com  
tyler@ahelpinghandnw.com

**Product & Service Category: Home Care**

Enriching the lives of seniors through supportive care and personal relationships, A Helping Hand provides one on one companionship and assistance with activities of daily living in the comfort of their home.

## Housekeeping and Linens

### Gulf South Medical Supply

627 N.E. 201st Street  
Shoreline, WA 98155

Phone: (800) 347-2456  
Phone: (206) 853-0880  
Fax: (206) 327-9122  
www.gsms.com

Derek Henley, Spokane, E. Wa Account Manager	dhenley@gsms.com
Jeff Crosgrove	jcrosgrove@gsms.com
Joe Abbott, Account Executive	joabbott@gsms.com
Mark Mertz, Sales Leader	mmertz@gsms.com
Thomas Massey, N. Seattle Account Executive	tmassey@gsms.com

**Product & Service Category: Housekeeping and Linens**

A full line medical supply distributor.

---

## Morrison Senior Living

3606 Seabreeze Lane  
Corona Del Mar, CA 92625

Phone: (800) 686-6323  
Phone: (949) 677-5984  
Fax: (949) 644-7626  
www.iammorrison.com

Krista Nay  
Philippe Michelin  
Shawn Leary

kristanay@iammorrison.com  
philippemichelin@iammorrison.com  
shawnleary@iammorrison.com

### **Product & Service Category: Housekeeping and Linens**

Morrison specializes in the senior living industry, providing exceptional hospitality experiences nationwide. At Morrison Senior Living, we provide peace of mind to our clients by delivering on our vision: Great people will deliver great service and great results.

## Institutional Pharmacy

### Mercury Pharmacy Services, Inc.

21718 - 66th Avenue W., Suite 202  
Mountlake Terrace, WA 98043

Phone: (800) 323-6081  
Fax: (800) 323-6082  
www.mercuryrx.com

David Haack  
Krista Haglund  
Kristina Wells  
Rosalie Nguyen  
Steve Boulanger

davidh@mercuryrx.com  
kristah@mercuryrx.com  
kristinaw@mercuryrx.com  
steve@mercuryrx.com

### **Product & Service Category: Institutional Pharmacy**

The leader in the provision of quality pharmacy services. The professional team at Mercury is committed to providing an optimal customer experience. From timely deliveries and ongoing education, to complex pharmaceutical management, Mercury has you covered!

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## PharMerica Pharmacy

18016 - 72nd Avenue South  
Kent, WA 98032

Phone: (425) 503-9132  
Fax: (855) 803-4413  
[www.pharmerica.com](http://www.pharmerica.com)

Eric Grimm  
Mark Schaber

[eric.grimm@pharmerica.com](mailto:eric.grimm@pharmerica.com)  
[mark.schaber@pharmerica.com](mailto:mark.schaber@pharmerica.com)

### **Product & Service Category: Institutional Pharmacy**

Containing pharmacy costs for customers is a top priority for PharMerica. We dispense more generics than other long term care pharmacies - 75% of prescriptions. Our award-winning consultative, innovative pharmacy services are community-based and nationally-powered. If you demand cost-effective solutions, superior pharmacy services and collaborative relationships, meet your next pharmacy - Pharmerica. [www.pharmerica.com](http://www.pharmerica.com) / 866-577-3784

## Insurance

### Evercare

901 - 5th Avenue, Suite 1500  
Seattle, WA 98164

Phone: (206) 352-3917  
Fax: (206) 749-4339  
[www.myevercare.com](http://www.myevercare.com)

Deneen Richardson  
Greg Swint  
Linda Coulson  
Therese Campion

[deneen\\_richardson@uhc.com](mailto:deneen_richardson@uhc.com)  
[greg\\_swint@uhc.com](mailto:greg_swint@uhc.com)  
[linda\\_coulson@uhc.com](mailto:linda_coulson@uhc.com)  
[therese\\_campion@uhc.com](mailto:therese_campion@uhc.com)

### **Product & Service Category: Insurance**

Evercare provides a unique model of care for long term residents in skilled nursing facilities. In select, high quality nursing homes, Evercare provides a nurse practitioner to proactively care for our long term residents, avoiding unnecessary trips to the emergency room and hospitalizations. Evercare's nurse practitioner helps coordinate care for our members, working with nursing home staff, physicians and families to provide compassionate high quality care for long term residents. Evercare delivers this care model through the UnitedHealthcare Nursing Home Plan, a CMS approved Medicare Special Needs plan.

---

## **Group Health - Continuing Care - Nursing Home Services**

201 - 16th Avenue East, CWB-2S  
Seattle, WA 98112

Phone: (206) 326-4450  
Fax: (206) 877-0722  
[www.ghc.org](http://www.ghc.org)

Jan von Lehe  
Jim Hendricksen

[vonlehe.j@ghc.org](mailto:vonlehe.j@ghc.org)  
[henricksen.j@ghc.org](mailto:henricksen.j@ghc.org)

### **Product & Service Category: Insurance**

Group Health is a consumer-governed non-profit health care system that coordinates care and coverage. Continuing Care Department provides hospice, home health, home infusion and nursing home services.

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## **Investment Advisory Group, LLC**

117 Saddle View Drive  
Boerne, TX 78006

Phone: (830) 537-6003  
[www.iagus.com](http://www.iagus.com)

William Fisher

[bill.fisher@iagus.com](mailto:bill.fisher@iagus.com)

### **Product & Service Category: Insurance**

Investment Advisory Group is a financial services company. We work to provide financial "best practices" in offering investment advisory services, property & casualty insurance and access to capital.

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## Kibble & Prentice, a USI Company

601 Union Street, Suite 1000  
Seattle, WA 98101

Phone: (206) 441-6300  
Fax: (610) 362-8509  
www.kpcom.com

Jenifer Carter  
Laura Berry  
Karen Martin  
Matt Lund  
Rex Lund  
Ryan Roberts

jenifer.carter@kpcom.com  
laura.barry@kpcom.com  
karena.martin@kpcom.com  
matt.lund@kpcom.com  
rex.lund@kpcom.com  
ryan.roberts@kpcom.com

### **Product & Service Category: Insurance**

Kibble & Prentice is one of the largest regional insurance and financial services companies in the Northwest. Our healthcare practice provides comprehensive insurance and risk management solutions for medical professionals and facilities, including skilled nursing, assisted living, independent living and continuing care retirement communities. To complement our Aging Services endorsed group benefits programs, we work with businesses to provide a single source for property and casualty, as well as commercial and professional liability insurance and retirement plan consulting. For individuals, we provide investment management, estate planning and personal insurance solutions. We have strong relationships with insurance carriers, including exclusive access to certain products that can only be offered through Kibble & Prentice. Because we are able to focus on the healthcare industry, we understand how to address the unique risk management and insurance needs of your industry.

---

## Lovsted - Worthington Insurance

18704 Bothell Way N.E. #200  
Bothell, WA 98011

Phone: (206) 838-1046  
Fax: (425) 486-6140  
www.lovstedworthington.com

Steve Jackson  
Steve Ridgwell

steve@lovstedworthington.com  
stever@lovstedworthington.com

### **Product & Service Category: Insurance**

Lovsted Worthington is a privately owned brokerage firm with a dedicated Senior Living and Health Care Division. Our committed team is unique in that we target successful organizations who will benefit from our philosophy and service strategy. Simply put, we focus on making great companies and organizations better.

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## Propel Insurance

1201 Pacific Avenue, Suite 1000  
Tacoma, WA 98402

Phone: (800) 499-0933  
Fax: (253) 752-8659  
www.propelinsurance.com

Deanna Winchester  
Jon Flynn  
Mike Ferreira  
Terese Grady Moon

dlw@propelinsurance.com  
jwf@propelinsurance.com  
mjf@propelinsurance.com  
tgm@propelinsurance.com

### **Product & Service Category: Insurance**

Propel is a privately owned insurance and risk management firm with a team of 17 professionals in its nationally recognized Senior Living & Healthcare Facility Practice. Propel's creative and custom insurance solutions, exceptional Risk Management Services and exclusive underwriting relationships help communities of types contain insurance costs.

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## Thomas & Associates Insurance Broker, Inc.

9715 - 271st N.W.  
Stanwood, WA 98292

Phone: (360) 629-2103  
Phone: (800) 227-5846  
Fax: (360) 629-9702  
www.thomasins.com

Robert Graham  
Scott Thomas

scott@thomasins.com

### **Product & Service Category: Insurance**

Provides customized property casualty insurance programs for non-profit nursing homes, assisted and independent living facilities. We carry products from GuideOne Insurance Company and other quality companies.

# Laboratory Services

## PAML-PacLab Network

110 W. Cliff Avenue  
Spokane, WA 99204

Phone: (509) 755-8941  
Fax: (509) 209-5941  
[www.paml.com](http://www.paml.com)

600 S.W. 39th  
Renton, WA 98057

Phone: (425) 272-8147  
Fax: (509) 755-8227  
[www.paclab.com](http://www.paclab.com)

Connie Bennett  
Peter Schmidt  
Tamre Geene-Rogers

[cbennett@paml.com](mailto:cbennett@paml.com)  
[pschmidt@paml.com](mailto:pschmidt@paml.com)  
[tgrogers@paml.com](mailto:tgrogers@paml.com)

### **Product & Service Category:      Laboratory Services**

PAML-PACLAB partner together to provide innovative laboratory service to the Long Term Care Community with compassion, charity, and professionalism. Our Washington based laboratories provide local testing, to help keep your healthcare dollars in Washington. Go to [www.paml.com](http://www.paml.com) OR [www.paclab.com](http://www.paclab.com)

# Legal Services

## Comprehensive Risk Management, Inc.

1520 Broadway, Suite 201  
Everett, WA 98201

Phone: (425) 252-7623  
Fax: (425) 252-2164  
[www.compriskmgt.com](http://www.compriskmgt.com)

Cindy Woodward  
Pamela Dooner  
Terry Peterson

[cindy.woodward@compriskmgt.com](mailto:cindy.woodward@compriskmgt.com)  
[pamela.dooner@compriskmgt.com](mailto:pamela.dooner@compriskmgt.com)  
[terry.peterson@compriskmgt.com](mailto:terry.peterson@compriskmgt.com)

### **Product & Service Category:      Legal Services**

Workers compensation claims administration for state fund retro - State fund non Retro and self-insured employers.

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## Foster Pepper PLLC

1111 Third Avenue, Suite 3400  
Seattle, WA 98101

Phone: (206) 447-8970  
Fax: (206) 749-1908  
www.foster.com

Bradley Berg

bergb@foster.com

**Product & Service Category:**      **Legal Services**  
Legal Services

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## Gottlieb Fisher PLLC

1501 Fourth Avenue, Suite 2150  
Seattle, WA 98101

Phone: (206) 654-1999  
Fax: (206) 654-8725

Irene Fisher

irene@goandfish.com

**Product & Service Category:**      **Legal Services**  
Legal services with an emphasis on tax-exempt bonds.

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## Hanson Bridgett LLP

425 Market Street, 26th Floor  
San Francisco, CA 94105

Phone: (415) 995-5043  
Fax: (415) 995-3449  
www.hansonbridgett.com

Pamela Kaufmann

pkaufmann@hansonbridgett.com

**Product & Service Category:**      **Legal Services**  
Hanson Bridgett is a multi-disciplinary law firm that has served senior care and housing providers for over 50 years. Specialties include regulatory, licensing, nonprofit corporate and tax, real estate, litigation, insurance and intellectual property law.

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## Lane Powell PC

1420 Fifth Avenue, Suite 4100  
Seattle, WA 98101

Phone: (206) 223-7944  
Fax: (206) 223-7107  
www.lanepowell.com

Barbara Duffy  
Robin Dale  
Warren Babb

duffy@lanepowell.com  
daler@lanepowell.com  
babbw@lanepowell.com

### **Product & Service Category:      Legal Services**

Lane Powell's Long Term Care and Senior Housing Industry Team offers comprehensive legal services.

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## Ryan, Swanson & Cleveland, PLLC

1201 Third Avenue, Suite 3400  
Seattle, WA 98101

Phone: (206) 464-4224  
Fax: (206) 583-0359  
www.ryanswansonlaw.com

David Tift  
James Shaker  
Jerry Kindinger  
Kristin Nealey Meier  
Thomas Grimm

tift@ryanlaw.com  
shaker@ryanlaw.com  
kindinger@ryanlaw.com  
kmeier@ryanlaw.com  
grimm@ryanlaw.com

### **Product & Service Category:      Legal Services**

Emphasis on all aspects of long term care, regulatory compliance, employment law, general business.

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## Williams Kastner

Two Union Square  
601 Union Street, Suite 4100  
Seattle, WA 98101

Phone: (206) 628-6600  
Fax: (206) 628-6611  
[www.williamskastner.com](http://www.williamskastner.com)

Arissa Peterson  
Jan Kirkwood  
Kimberly Baker  
Margaret Foley  
Mary Spillane

[apeterson@williamskastner.com](mailto:apeterson@williamskastner.com)  
[jkirkwood@williamskastner.com](mailto:jkirkwood@williamskastner.com)  
[kbaker@williamskastner.com](mailto:kbaker@williamskastner.com)  
[mfoley@williamskastner.com](mailto:mfoley@williamskastner.com)  
[mspillane@williamskastner.com](mailto:mspillane@williamskastner.com)

### **Product & Service Category: Legal Services**

Serving health care clients for over 75 years, our attorneys provide sound and practical advice to long term care facilities in such areas as litigation services, regulatory compliance and licensing, labor and employment, risk management and business transaction. Our health care attorneys have an exceptional depth of knowledge of the vast challenges facing long term health care delivery and frequently counsel clients on issues ranging from regulatory compliance to the defense of personal injury claims. Our long-standing representation of the medical community has given us the knowledge of expert witnesses throughout the various medical specialties. Our attorneys have distinct experience within the health care community defending physicians, hospitals and assisted living facilities.

## Life Safety Solutions

### **Status Solutions**

1180 Seminole Trail, Suite 440  
Charlottesville, VA 22901

Phone: (434) 296-1789  
Fax: (424) 295-2568  
[www.statussolutions.com](http://www.statussolutions.com)

Amy Jeffs  
Lori Kohlsmith  
Tim Cavins

[ajeffs@statussolutions.com](mailto:ajeffs@statussolutions.com)  
[lkohlsmith@statussolutions.com](mailto:lkohlsmith@statussolutions.com)  
[tcavins@statussolutions.com](mailto:tcavins@statussolutions.com)

### **Product & Service Category: Life Safety Solutions**

Status Solutions is the leading provider of innovative situational awareness solutions - including SARA (Situational Awareness and Response Assistant), an automated alarm management and alerting platform that sends voice and text alerts via pagers, phones, computer screens, email, etc. Our mission is to keep people informed by delivering tools for life safety assurance, security monitoring, environmental awareness and mass notification. With Status Solutions' unique applications, key individuals, personnel groups or entire populations can be made aware of any situation occurring in a facility. Customers rely on us to help them save lives and property, prevent loss of convenience, and protect business continuity.

# Marketing

## Crown Research Corporation

24111 N.E. Halsey Street  
Troutdale, OR 97060

Phone: (503) 661-1999  
Fax: (503) 667-8253  
www.crownresearch.com

Mark Miles

mark@crowresearch.com

**Product & Service Category: Marketing**

Provides market and economic feasibility studies, regulatory compliance and other professional services for retirement communities, CCRC's, ALF's, SNF's.

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## Spectrum Consultants, Inc.

2439 - 55th Avenue S.W.  
Seattle, WA 98116

Phone: (206) 280-5061  
www.spectrumconsults.com

Tom Stanfield

tstanfield@spectrumconsults.com

**Product & Service Category: Marketing**

Spectrum is a consulting company serving the non profit CCRC industry for over 32 years. We provide consulting services in market research, product development, project management, financial services, creative services and marketing and sales.

# Medical Supplies

## American Medical Technologies

3631 Tulalip Avenue  
Everett, WA 98201

Phone: (325) 450-1251  
Fax: (425) 367-4433  
www.amtwoundcare.com

Judy Gettmann

judith.gettmann@amtwoundcare.com

**Product & Service Category: Medical Supplies**

AMT is the leading provider of wound care solutions in the U.S. We are an accredited DMEPOS and participating Medicare Part B supplier and provide education on wound care and product reimbursement by our clinical specialists.

---

## **Basic American Medical Products**

*a division of GF Health Products, Inc*

2935 Northeast Parkway  
Atlanta, GA 30360

Phone: (800) 554-9215  
Fax: (800) 524-4113  
[www.grahamfield.com](http://www.grahamfield.com)

Dennis Pollyniak  
Johnnie Reed

[dpollyniak@grahamfield.com](mailto:dpollyniak@grahamfield.com)  
[jreed@grahamfield.com](mailto:jreed@grahamfield.com)

### **Product & Service Category: Medical Supplies**

Leading manufacturer of beds, furniture, mattresses and equipment. We also offer a full "turn key" program which includes complementary interior design services by our experienced Healthcare Design Team. Ask about visiting our 10,000 square foot showroom and design center.

---

## **Cascade Medical**

P.O. Box 3479  
Kirkland, WA 98083

Phone: (866) 433-0504  
Fax: (866) 433-3306

Curtis Buck  
Jim Morton

[curtisb@cascaedmedicalsupply.com](mailto:curtisb@cascaedmedicalsupply.com)  
[jmorton@cascaedmedicalsupply.com](mailto:jmorton@cascaedmedicalsupply.com)

### **Product & Service Category: Medical Supplies**

Cascade is the premier provider in the Northwest of Medicare Part B & Medicaid covered medical supplies.

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## **Dynamic Medical Systems, Inc.**

2811 East Ana Street  
Compton, CA 90221

Phone: (800) 225-9080  
Fax: (310) 894-7490  
[www.godynamic.com](http://www.godynamic.com)

Jake Nielsen  
Lance Marquardt  
Rochelle Binkele  
Tom Turner

[jaken@godynamic.com](mailto:jaken@godynamic.com)  
[lancem@godynamic.com](mailto:lancem@godynamic.com)  
[rochelleb@godynamic.com](mailto:rochelleb@godynamic.com)  
[tomt@godynamic.com](mailto:tomt@godynamic.com)

### **Product & Service Category: Medical Supplies**

Dynamic Medical Systems is a leading provider of wound care services and equipment rental solutions to more than 1000 Long Term Care facilities across the U.S. Our 24x7 service delivery model, clinical staff (RN's and PT's), best of class products, and focus upon efficiency enable us to provide unparalleled service and significantly reduced costs in several key business areas. Dynamic's areas of expertise include, wound therapy support surface solutions, Wound Consulting services, facility wide safety and injury prevention programs and consulting, bariatric equipment, bed frames, respiratory and Oxygen services, and interior furnishings.

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## Evergreen Pharmaceutical, LLC

12220 - 113th Avenue N.E., Suite 101  
Kirkland, WA 98034

Phone: (425) 820-7600  
Fax: (800) 765-4782  
www.omnicare.com

Main Ng  
Tara Rubin  
Tim Cressey

main.ng@omnicare.com  
tara.rubin@omnicare.com  
tim.cressey@omnicare.com

### **Product & Service Category: Medical Supplies**

Professional pharmacist and nurse consulting, IV certification, comprehensive in-service programs, QA services, customized medical records, and our exclusive Pharmaceutical Cost Containment System, Medicare Part B supplies - enteral, ostomy and urological, respiratory and oxygen supplies, diabetic testing supplies.

---

## Gulf South Medical Supply

627 N.E. 201st Street  
Shoreline, WA 98155

Phone: (800) 347-2456  
Phone: (206) 853-0880  
Fax: (206) 327-9122  
www.gsms.com

Derek Henley, Spokane, E. Wa Account Manager  
Jeff Crosgrove  
Joe Abbott, Account Executive  
Mark Mertz, Sales Leader  
Thomas Massey, N. Seattle Account Executive

dhenley@gsms.com  
jcrossgrove@gsms.com  
joabbott@gsms.com  
mmertz@gsms.com  
tmassey@gsms.com

### **Product & Service Category: Medical Supplies**

A full line medical supply distributor.

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## Keen

6500 N.E. Halsey Street, Bldg. B  
Portland, OR 97213

Phone: (800) 330-5336  
Phone: (503) 285-9090  
Fax: (503) 223-9488  
www.keenhealthcare.com

Vail Horton

vail@keenmobility.com

### **Product & Service Category: Medical Supplies**

A Leading National Manufacturer, Distributor, Dealer and Retailer of Medical Equipment and Supplies. Most innovative, highest quality, lowest price, best customer service. Passionate in helping elderly, injured, disabled contribute fully to society.

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## McKesson Medical-Surgical

9120 S.W. Wilshire  
Portland, OR 97225

Phone: (503) 421-9685  
Fax: (503) 699-5318  
www.mckesson.com

Brian Moriniti  
Linda Poole  
Matt Wilbourn  
Michael Hughes

brian.moriniti@mckesson.com  
linda.poole@mckesson.com  
matt.wilbourn@mckesson.com  
mike.hughes@mckesson.com

**Product & Service Category: Medical Supplies**

A medical, surgical, equipment, and textiles distributor servicing extended and alternate facilities.

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## Medline Industries, Inc.

4700 Village Green Drive  
El Dorado Hills, CA 95762

Phone: (916) 517-9899  
Fax: (866) 619-4620  
www.medline.com

Brian Lynn  
Jeremy Grant  
Joven Yount  
Mike Bowlden  
Nile Whitney

blynn@medline.com  
jgrant@medline.com  
jyount@medline.com  
mbowlden@medline.com  
nwhitney@medline.com

**Product & Service Category: Medical Supplies**

Medline is the largest privately held provider of medical supplies in America, the number one provider of healthcare supplies and equipment in long-term care, and is the exclusive distributor of abaqis(r) the only QA and reporting system for nursing homes that is tied directly to the QIS.

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## PharMerica Pharmacy

18016 - 72nd Avenue South  
Kent, WA 98032

Phone: (425) 503-9132  
Fax: (855) 803-4413  
www.pharmerica.com

Eric Grimm  
Mark Schaber

eric.grimm@pharmerica.com  
mark.schaber@pharmerica.com

### **Product & Service Category: Medical Supplies**

Containing pharmacy costs for customers is a top priority for PharMerica. We dispense more generics than other long term care pharmacies - 75% of prescriptions. Our award-winning consultative, innovative pharmacy services are community-based and nationally-powered. If you demand cost-effective solutions, superior pharmacy services and collaborative relationships, meet your next pharmacy - PharMerica. [www.pharmerica.com](http://www.pharmerica.com) / 866-577-3784

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## Val-U-Care

244 - 5th Avenue, Suite 2005  
New York, NY 10001

Phone: (888) 622-3304  
Fax: (888) 622-3307  
www.val-u-care.com

Arielle Wolf  
Monique Gordier

csr@val-u-care.com  
sales@val-u-care.com

### **Product & Service Category: Medical Supplies**

Val-U-Care is a distributor of durable medical equipment specializing in elderly fall prevention, fall alarms, dementia, wandering products and nurse call systems that are designed to help you keep your residents safe.

# Pharmaceutical

## Cononus Healthcare Services

4560 S.E. International Way, Suite 100  
Milwaukie, OR 97222

Phone: (800) 891-7575  
Phone: (971) 206-5202  
Fax: (971) 206-5203  
www.cononushealth.com

Angie Latta  
Anthony Laflen  
Becky Bearden  
Drew Fogg  
Elizabeth Gomes  
Jerry Nelner  
Jessica DeNardo  
John Tipton  
Kelli Carr  
Pete Del Signore  
Steve Hood

alatta@cononushealth.com  
alaflen@cononushealth.com  
bbearden@cononushealth.com  
dfogg@cononushealth.com  
egomes@cononushealth.com  
jnelner@cononushealth.com  
jdenardo@cononushealth.com  
jtipton@cononushealth.com  
kcarr@cononushealth.com  
pdelsignore@cononushealth.com  
steve@cononushealth.com

**Product & Service Category:      Pharmaceutical**

Contract therapy services including physical, occupational & speech therapy management of "in-house" programs & temporary therapy staffing and institutional pharmacy.

---

## Evergreen Pharmaceutical, LLC

12220 - 113th Avenue N.E., Suite 101  
Kirkland, WA 98034

Phone: (503) 349-6953  
Fax: None  
www.omnicare.com

Main Ng  
Tara Rubin  
Tim Cressey

main.ng@omnicare.com  
tara.rubin@omnicare.com  
tim.cressey@omnicare.com

**Product & Service Category:      Pharmaceutical**

Professional pharmacist and nurse consulting, IV certification, comprehensive in-service programs, QA services, customized medical records, and our exclusive Pharmaceutical Cost Containment System, Medicare Part B supplies - enteral, ostomy and urological, respiratory and oxygen supplies, diabetic testing supplies.

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## Mercury Pharmacy Services, Inc.

21718 - 66th Avenue W., Suite 202  
Mountlake Terrace, WA 98043

Phone: (800) 323-6081  
Fax: (800) 323-6082  
www.mercuryrx.com

David Haack  
Krista Haglund  
Kristina Wells  
Rosalie Nguyen  
Steve Boulanger

davidh@mercuryrx.com  
kristah@mercuryrx.com  
kristinaw@mercuryrx.com  
  
steve@mercuryrx.com

### **Product & Service Category:      Pharmaceutical**

The leader in the provision of quality pharmacy services. The professional team at Mercury is committed to providing an optimal customer experience. From timely deliveries and ongoing education, to complex pharmaceutical management, Mercury has you covered!

---

## Payless Drug LTC Pharmacy

111 S.E. Everett Mall Way  
Everett, WA 98213

Phone: (800) 330-3665  
Fax: (800) 982-2730  
www.paylessdrug.com

Chris Brown  
Judy Perry  
Nicolle King Deering

cbrown@paylessdrug.com  
jperry@paylessdrug.com  
ndeering@paylessdrug.com

### **Product & Service Category:      Pharmaceutical**

We provide pharmacy service to all levels of congregate care, and we have a division that supports home healthcare as well.. We cover all of Washington from our four locations: Everett, Spokane, Portland, and Eugene. We are there when you needs us. Always.

---

## PharMerica Pharmacy

18016 - 72nd Avenue South  
Kent, WA 98032

Phone: (425) 503-9132  
Fax: (855) 803-4413  
www.pharmerica.com

Eric Grimm  
Mark Schaber

eric.grimm@pharmerica.com  
mark.schaber@pharmerica.com

### **Product & Service Category:      Pharmaceutical**

Containing pharmacy costs for customers is a top priority for PharMerica. We dispense more generics than other long term care pharmacies - 75% of prescriptions. Our award-winning consultative, innovative pharmacy services are community-based and nationally-powered. If you demand cost-effective solutions, superior pharmacy services and collaborative relationships, meet your next pharmacy - PharMerica. www.pharmerica.com / 866-577-3784

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## Premier LTC Pharmacy

1618 South Lane, Suite 204  
Seattle, WA 98144

Phone: (206) 323-0868  
Fax: (206) 323-9206  
[www.premierltc.com](http://www.premierltc.com)

Ponce Bautista  
Shelly Nehring-Pugh

[ponce@premierltc.com](mailto:ponce@premierltc.com)  
[spugh@premierltc.com](mailto:spugh@premierltc.com)

### **Product & Service Category:      Pharmaceutical**

Premier LTC Pharmacy is proud to be a leader in interfaced charting technology (eMAR & EHRS) & short-cycle fill medication packaging systems. New federal mandates for SNF's will enforce 7 or 14 day dispensing for brand name medications by Jan 1, 2013. Experts recommend choosing a pharmacy partner who is experienced in short cycle fill dispensing. Premier LTC Pharmacy can be that experienced partner.

## Physician / Nurse Practitioner

### **Group Health - Continuing Care - Nursing Home Services**

201 - 16th Avenue East, CWB-2S  
Seattle, WA 98112

Phone: (206) 326-4450  
Fax: (206) 877-0722  
[www.ghc.org](http://www.ghc.org)

Jan von Lehe  
Jim Hendricksen

[vonlehe.j@ghc.org](mailto:vonlehe.j@ghc.org)  
[henricksen.j@ghc.org](mailto:henricksen.j@ghc.org)

### **Product & Service Category:      Physician / Nurse Practitioner**

Continuing Care Department provides hospice, home health, home infusion and nursing home services. Nursing Home Services Department provides Physician / ARNP rounding and covers SNF care.

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## University of Washington School of Nursing

Continuing Nursing Education  
Box 359440  
Seattle, WA 98195

Phone: (206) 543-1074  
Fax: (206) 543-6953  
www.uwcne.org

Corie Goodloe  
Jaime Navetta  
Martha DuHamel  
Shannon Summers

corie@uw.edu  
jrwoods@uw.edu  
marthadu@uw.edu  
sbb82@uw.edu

### **Product & Service Category: Physician / Nurse Practitioner**

The University of Washington School of Nursing Continuing Nursing Education Program provides life long learning activities designed for nurses practicing in a wide variety of nursing specialties and health care settings. Activities include conferences, workshops, certificate courses, online courses, and self-study courses. Programs are developed in collaboration with representatives from diverse agencies within the Seattle metropolitan area and serve nurses and health care professionals from all over Washington and the Northwest region.

## Purchasing Programs

### **Amerinet/HRS**

3324 W. Cora Avenue  
Spokane, WA 99205

Phone: (509) 230-3269  
Fax: (801) 478-5773  
www.amerinet-gpo.com

Austin Ross  
Bill Cook  
Jim Hanley

austin.ross@amerinet-gpo.com  
jim.hanley@amerinet-gpo.com

### **Product & Service Category: Purchasing Programs**

Amerinet is one of the largest, best supported group purchasing organizations promoting quality healthcare while helping providers effectively manage expenses. Areas to consider: food & nutrition services, equipment, medical and office supplies.

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## HPSI Purchasing Services

8005 - 190th Street S.W.  
Edmonds, WA 98026

Phone: (425) 673-2395  
Fax: (425) 903-3760  
[www.hpsionline.com](http://www.hpsionline.com)

Bev Davenport  
Kirk Hess

[bevd@hpsionline.com](mailto:bevd@hpsionline.com)  
[kirkh@hpsionline.com](mailto:kirkh@hpsionline.com)

### **Product & Service Category: Purchasing Programs**

Utilizing the purchasing power of its vast membership base, HPSI has created an unparalleled network of local, regional and national contracts which provides substantial volume discounts and low prices on a wide range of quality name brand products, services and equipment. Your local consultant lives in Washington.

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## Innovatix, LLC

390 Seagrove Loop  
Lincoln City, OR 97367

Phone: (646) 522-8685  
Fax: (541) 359-4663  
[www.innovatix.com](http://www.innovatix.com)

Holly Simmons  
Sam Allen  
Vance Freeman

[hsimmons@innovatix.com](mailto:hsimmons@innovatix.com)  
[sallen@innovatix.com](mailto:sallen@innovatix.com)  
[vfreeman@innovatix.com](mailto:vfreeman@innovatix.com)

### **Product & Service Category: Purchasing Programs**

Innovatix is the nation's largest non-acute care group purchasing organization. We provide our members access to the largest comprehensive portfolio of products and services at discounted pricing. Never any cost to our members to join.

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## Medline Industries, Inc.

4700 Village Green Drive  
El Dorado Hills, CA 95762

Phone: (916) 517-9899  
Fax: (866) 619-4620  
www.medline.com

Brian Lynn  
Jeremy Grant  
Joven Yount  
Mike Bowlden  
Nile Whitney

blynn@medline.com  
jgrant@medline.com  
jyount@medline.com  
mbowlden@medline.com  
nwhitney@medline.com

### **Product & Service Category: Purchasing Programs**

abaqis® Quality Assurance Program is the only online quality assurance system that replicates the Quality Indicator Survey (QIS) process, and provides your staff with a customized curriculum of online education to help them improve their quality of care. Pressure Ulcer Prevention Program provides tools to help you improve patient safety by assessing risk and reducing facility-acquired pressure ulcers. Compass survey readiness and clinical programs enables practical, hands-on resources to help you meet standards of practice, improve outcomes and prepare for CMS surveys.

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## UHF Purchasing Services

164 Golden Gate Avenue  
Fircrest, WA 98466

Phone: (253) 678-6011  
Fax: (414) 815-5522  
www.uhfpurchasing.com

Ella Groth  
Rich Elardo  
Traci Palelek

egroth@uhfpurchasing.com  
relardo@uhfpurchasing.com  
tpalelek@uhfpurchasing.com

### **Product & Service Category: Purchasing Programs**

For twenty-five years, UHF Purchasing Services has provided group purchasing expertise to Long-term Care, Assisted Living and Retirement Communities. UHF upholds a commitment to lowering your overall costs, providing outstanding customer service, and providing exceptional value through national, regional and local suppliers.

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# Reimbursement

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## CliftonLarsonAllen LLP

3000 Northup Way, Suite 200  
Bellevue, WA 98004

Phone: (425) 250-6100  
Fax: (425) 827-6884  
www.larsonallen.com

Dan Frein  
Steve Bass (formerly Monson & Bass)

daniel.frein@cliftonlarsonallen.com  
steven.bass@cliftonlarsonallen.com

**Product & Service Category: Reimbursement**

CliftonLarsonAllen provides assurance, accounting, tax, financial and strategic consulting, and advisory services to health care providers across the nation including more than 1,200 aging services providers.

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## Deborah J Hollingsworth, CPA, LLC

P.O. Box 23894  
Tigard, OR 97281

Phone: (503) 246-8251  
Fax: (503) 246-0639  
www.hollingsworth-cpa.com

Debbie Hollingsworth

debbie@hollingsworth-cpa.com

**Product & Service Category: Reimbursement**

Over 30 years experience in Medicaid cost reports, interim rate vs cost analysis, rate appeals, other reimbursement consulting, accounting services and seminars.

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## Dingus, Zarecor & Associates PLLC

12015 E. Main Avenue, Suite A  
Spokane Valley, WA 99206

Phone: (509) 242-0874  
Fax: (509) 242-0877  
www.dzacpa.com

Tom Dingus

tdingus@dzacpa.com

**Product & Service Category: Reimbursement**

DZA is a CPA firm that provides cost report and audit services to the long-term care industry.

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## Hansen Hunter & Co. P.C.

8930 S.W. Gemini Drive  
Beaverton, OR 97008

Phone: (503) 244-2134  
Fax: (503) 244-9754  
www.hhc-cpa.com

Jeff Moore  
Lou McCollum  
Ray Whitlow

jmoore@hhc-cpa.com  
lmcollum@hhc-cpa.com  
rwhitlow@hhc-cpa.com

### **Product & Service Category: Reimbursement**

CPA firm that provides Medicaid and Medicare cost reports, nurse clinical consulting, RUG's cost analysis, reimbursement consulting and appeals, audits, financial budgets, certificate of need services, financial and tax consulting.

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## McKesson Medical-Surgical

9120 S.W. Wilshire  
Portland, OR 97225

Phone: (503) 421-9685  
Fax: (503) 699-5318  
www.mckesson.com

Brian Moriniti  
Linda Poole  
Matt Wilbourn  
Michael Hughes

brian.moriniti@mckesson.com  
linda.poole@mckesson.com  
matt.wilbourn@mckesson.com  
mike.hughes@mckesson.com

### **Product & Service Category: Reimbursement**

A medical, surgical, equipment, and textiles distributor servicing extended and alternate facilities.

# Retirement Planning

## CliftonLarsonAllen LLP

3000 Northup Way, Suite 200  
Bellevue, WA 98004

Phone: (425) 250-6100  
Fax: (425) 827-6884  
www.larsonallen.com

Dan Frein  
Steve Bass (formerly Monson & Bass)

daniel.frein@cliftonlarsonallen.com  
steven.bass@cliftonlarsonallen.com

### **Product & Service Category: Retirement Planning**

CliftonLarsonAllen provides assurance, accounting, tax, financial and strategic consulting, and advisory services to health care providers across the nation including more than 1,200 aging services providers.

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## Investment Advisory Group, LLC

117 Saddle View Drive  
Boerne, TX 78006

Phone: (830) 537-6003  
www.iagus.com

William Fisher

bill.fisher@iagus.com

### **Product & Service Category: Retirement Planning**

Investment Advisory Group is a financial services company. We work to provide financial "best practices" in offering investment advisory services, property & casualty insurance and access to capital.

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## Kibble & Prentice, a USI Company

601 Union Street, Suite 1000  
Seattle, WA 98101

Phone: (206) 441-6300  
Fax: (610) 362-8509  
www.kpcom.com

Jenifer Carter  
Laura Barry  
Karen Martin  
Matt Lund  
Rex Lund  
Ryan Roberts

jenifer.carter@kpcom.com  
laura.barry@kpcom.com  
karena.martin@kpcom.com  
matt.lund@kpcom.com  
rex.lund@kpcom.com  
ryan.roberts@kpcom.com

### **Product & Service Category: Retirement Planning**

Kibble & Prentice is one of the largest regional insurance and financial services companies in the Northwest. Our healthcare practice provides comprehensive insurance and risk management solutions for medical professionals and facilities, including skilled nursing, assisted living, independent living and continuing care retirement communities. To complement our Aging Services endorsed group benefits programs, we work with businesses to provide a single source for property and casualty, as well as commercial and professional liability insurance and retirement plan consulting. For individuals, we provide investment management, estate planning and personal insurance solutions. We have strong relationships with insurance carriers, including exclusive access to certain products that can only be offered through Kibble & Prentice. Because we are able to focus on the healthcare industry, we understand how to address the unique risk management and insurance needs of your industry.

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## Mutual of America

3400 - 188th Street S.W., Suite 440  
Lynnwood, WA 98037

Phone: (425) 778-8434  
Fax: (425) 778-0828  
www.mutualofamerica.com

Darryl Robbins  
David Lim  
Sam Taber

seattle@mutualofamerica.com

**Product & Service Category: Retirement Planning**

Retirement plans, 401k's, 403b's payroll-deduction savings plans.

## Risk Management

### CliftonLarsonAllen LLP

3000 Northup Way, Suite 200  
Bellevue, WA 98004

Phone: (425) 250-6100  
Fax: (425) 827-6884  
www.larsonallen.com

Dan Frein  
Steve Bass

daniel.frein@cliftonlarsonallen.com  
steven.bass@cliftonlarsonallen.com

**Product & Service Category: Risk Management**

CliftonLarsonAllen provides assurance, accounting, tax, financial and strategic consulting, and advisory services to health care providers across the nation including more than 1,200 aging services providers.

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### Comprehensive Risk Management, Inc.

1520 Broadway, Suite 201  
Everett, WA 98201

Phone: (425) 252-7623  
Fax: (425) 252-2164  
www.compriskmgt.com

Cindy Woodward  
Pamela Dooner  
Terry Peterson

cindy.woodward@compriskmgt.com  
pamela.dooner@compriskmgt.com  
terry.peterson@compriskmgt.com

**Product & Service Category: Risk Management**

Workers compensation claims administration for state fund retro - State fund non Retro and self-insured employers.

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## Hanson Bridgett LLP

425 Market Street, 26th Floor  
San Francisco, CA 94105

Phone: (415) 995-5043  
Fax: (415) 995-3449  
[www.hansonbridgett.com](http://www.hansonbridgett.com)

Pamela Kaufmann

[pkaufmann@hansonbridgett.com](mailto:pkaufmann@hansonbridgett.com)

### **Product & Service Category: Risk Management**

Hanson Bridgett is a multi-disciplinary law firm that has served senior care and housing providers for over 50 years. Specialties include regulatory, licensing, nonprofit corporate and tax, real estate, litigation, insurance and intellectual property law.

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## Status Solutions

1180 Seminole Trail, Suite 440  
Charlottesville, VA 22901

Phone: (434) 296-1789  
Fax: (424) 295-2568  
[www.statussolutions.com](http://www.statussolutions.com)

Amy Jeffs

[ajeffs@statussolutions.com](mailto:ajeffs@statussolutions.com)

Lori Kohlsmith

[lkohlsmith@statussolutions.com](mailto:lkohlsmith@statussolutions.com)

Tim Cavins

[tcavins@statussolutions.com](mailto:tcavins@statussolutions.com)

### **Product & Service Category: Risk Management**

Status Solutions is the leading provider of innovative situational awareness solutions - including SARA (Situational Awareness and Response Assistant), an automated alarm management and alerting platform that sends voice and text alerts via pagers, phones, computer screens, email, etc. Our mission is to keep people informed by delivering tools for life safety assurance, security monitoring, environmental awareness and mass notification. With Status Solutions' unique applications, key individuals, personnel groups or entire populations can be made aware of any situation occurring in a facility. Customers rely on us to help them save lives and property, prevent loss of convenience, and protect business continuity.

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## Williams Kastner

Two Union Square  
601 Union Street, Suite 4100  
Seattle, WA 98101

Phone: (206) 628-6600  
Fax: (206) 628-6611  
www.williamskastner.com

Arissa Peterson  
Jan Kirkwood  
Kimberly Baker  
Margaret Foley  
Mary Spillane

apeterson@williamskastner.com  
jkirkwood@williamskastner.com  
kbaker@williamskastner.com  
mfoley@williamskastner.com  
mspillane@williamskastner.com

### **Product & Service Category: Risk Management**

Serving health care clients for over 75 years, our attorneys provide sound and practical advice to long term care facilities in such areas as litigation services, regulatory compliance and licensing, labor and employment, risk management and business

## Staffing / Recruitment

### **Amerinet/HRS**

3324 W. Cora Avenue  
Spokane, WA 99205

Phone: (509) 230-3269  
Fax: (801) 478-5773  
www.amerinet-gpo.com

Austin Ross  
Bill Cook  
Jim Hanley

austin.ross@amerinet-gpo.com  
jim.hanley@amerinet-gpo.com

### **Product & Service Category: Staffing / Recruitment**

Amerinet is one of the largest, best supported group purchasing organizations promoting quality healthcare while helping providers effectively manage expenses. Areas to consider: food & nutrition services, equipment, medical and office supplies.

---

## Infinity Rehab

25117 S.W. Parkway, Suite D  
Wilsonville, OR 97070

Phone: (503) 570-3665  
Fax: (503) 570-9155  
www.infinityrehab.com

Angus Brown  
Ben Coffman  
Donna Mueller  
Michelle Meredith

afbrown@infinityrehab.com  
bcoffman@infinityrehab.com  
dmueller@infinityrehab.com  
mmeredith@infinityrehab.com

**Product & Service Category:      Staffing / Recruitment**

Your local resource for contract rehab, rehab consulting, and rehab education.

## Sustainability

## GGLO

1301 First Avenue, Suite 301  
Seattle, WA 98101

Phone: (206) 467-5828  
Fax: (206) 467-0627  
www.gglo.com

Jerry McDevitt  
Lauren Kuester  
Michael Wishkoski  
Wendy Lamb

jmcddevitt@gglo.com  
lkuester@gglo.com  
mwishkoski@gglo.com  
wlamb@gglo.com

**Product & Service Category:      Sustainability**

GGLO offers creative hospitality-inspired design and management experience for projects spanning the spectrum of care - from active adult communities to CCRCs, offering independent/assisted living and dementia care through skilled nursing, with emphasis on wellness in tomorrow's senior living communities.

---

## LRS Architects, Inc.

720 N.W. Davis Street, Suite 300  
Portland, OR 97209

Phone: (503) 221-1121  
Fax: (503) 221-2077  
www.lrsarchitects.com

Cynthia Schuster  
Dan Edwards  
Dan Purgiel  
Janice Goo

cschuster@lrsarchitects.com  
dedwards@lrsarchitects.com  
dpurgiel@lrsarchitects.com  
jgoo@lrsarchitects.com

### **Product & Service Category: Sustainability**

Full service architecture, master planning and design services.

---

## Pure Water Technology of Puget Sound

1756 Airport Way S.  
Seattle, WA 98134

Phone: (206) 588-4300  
Fax: (206) 588-4305  
www.pwtpugetsound.com

Al Didier  
Andrew Didier

al.didier@pwtps.com  
andrew.didier@pwtpugetsound.com

### **Product & Service Category: Sustainability**

Pure Water Technology specializes in premium coffee and water services with an emphasis on sustainability and wellness.

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## Tandus

5238 - 236th Place S.E.  
Issaquah, WA 98029

Phone: (425) 941-3881  
Fax: (866) 748-7374  
www.tandus.com

Paul Gibian

pgibian@tandus.com

### **Product & Service Category: Sustainability**

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# Telecommunications

## Amerinet/HRS

3324 W. Cora Avenue  
Spokane, WA 99205

Phone: (509) 230-3269  
Fax: (801) 478-5773  
[www.amerinet-gpo.com](http://www.amerinet-gpo.com)

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[jim.hanley@amerinet-gpo.com](mailto:jim.hanley@amerinet-gpo.com)

### **Product & Service Category: Telecommunications**

Amerinet is one of the largest, best supported group purchasing organizations promoting quality healthcare while helping providers effectively manage expenses. Areas to consider: food & nutrition services, equipment, medical and office supplies.

# Therapy / Rehabilitation

## Aegis Therapies

51 La Paloma  
Dana Point, CA 92629

Phone: (877) 422-5770  
Cell: (925) 785-3356  
Fax: (949) 276-8653  
[www.aegistherapies.com](http://www.aegistherapies.com)

Brian Boekhout  
Debra Nelson

[brian.boekhout@aegistherapies.com](mailto:brian.boekhout@aegistherapies.com)  
[debra.nelson@aegistherapies.com](mailto:debra.nelson@aegistherapies.com)

### **Product & Service Category: Therapy / Rehabilitation**

Aegis Therapies is a premier provider of physical, occupational, and speech therapies in nursing homes, assisted living centers, home health agencies, and hospitals.

---

## Brighton Rehabilitation

206 North 210 West, Suite 201  
Salt Lake City, UT 84116

Phone: (801) 456-8409  
Fax: (801) 456-8413  
www.brightonrehab.com

Ryan Ring  
Jim Shields  
Melissa-Guss-Hoffelmeyer

ryanr@brightonrehab.com

### **Product & Service Category:      Therapy / Rehabilitation**

Brighton Rehab delivers quality services to skilled nursing facilities, out-patient clinics, hospitals, and home health agencies providing a continuum of care throughout the U.S.

---

## Consonus Healthcare Services

4560 S.E. International Way, Suite 100  
Milwaukie, OR 97222

Phone: (800) 891-7575  
Phone: (971) 206-5202  
Fax: (971) 206-5203  
www.consonushealth.com

Angie Latta  
Anthony Laflen  
Becky Bearden  
Drew Fogg  
Elizabeth Gomes  
Jerry Nelner  
Jessica DeNardo  
John Tipton  
Kelli Carr  
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egomes@consonushealth.com  
jnelner@consonushealth.com  
jdenardo@consonushealth.com  
jtipton@consonushealth.com  
kcarr@consonushealth.com  
pdelsignore@consonushealth.com  
steve@consonushealth.com

### **Product & Service Category:      Therapy / Rehabilitation**

Contract therapy services including physical, occupational & speech therapy management of "in-house" programs & temporary therapy staffing and institutional pharmacy.

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## Infinity Rehab

25117 S.W. Parkway, Suite D  
Wilsonville, OR 97070

Phone: (503) 570-3665  
Fax: (503) 570-9155  
www.infinityrehab.com

Angus Brown  
Ben Coffman  
Donna Mueller  
Michelle Meredith

afbrown@infinityrehab.com  
bcoffman@infinityrehab.com  
dmueller@infinityrehab.com  
mmeredith@infinityrehab.com

**Product & Service Category:      Therapy / Rehabilitation**

Your local resource for contract rehab, rehab consulting, and rehab education.

---

## RehabCare

680 South 4th Street  
Louisville, KY 40202

Phone: (502) 596-7640  
Phone: (800) 545-0749 x 7640  
Fax: (502) 596-4710  
www.rehabcare.com

Jen Humphrey  
Kip Taylor  
Paula Avriett

jen.humphrey@rehabcare.com  
kctaylor@rehabcare.com  
paula.avriett@rehabcare.com

**Product & Service Category:      Therapy / Rehabilitation**

We are a leading provider of rehabilitation services in SNFs and other long-term care settings. We are committed to delivering the highest quality rehabilitation services to our clients and their residents.

---

## SuDance Rehabilitation

1440 Military West, #201E  
Benicia, CA 94510

Phone: (800) 821-6541  
Fax: (707) 747-6815  
www.sundancerehab.com

Geoffrey Morris  
Leann Haggerty  
Linda Mullen Winer

geoffrey.morris@sunh.com  
leann.haggerty@sunh.com  
linda.winer@sunh.com

**Product & Service Category:      Therapy / Rehabilitation**

Contract rehabilitation, occupational, physical and speech therapy services, subacute, long-term care facilities, assisted living and independent living.

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## TOTO USA, Inc.

363 Thornton Gore Road  
Thornton, NH 03285

Phone: (603) 745-8686  
www.totousa.com

Gunnar Baldwin

gbaldwin@totousa.com

### **Product & Service Category:      Therapy / Rehabilitation**

TOTO manufactures plumbing products that are especially beneficial to those that are trying to either "age-in-place" or maintain some independence and dignity in a care facility of any kind. Our Washlet allows a person to take care of themselves without a nurse or other caregiver helping them.

# Transportation

## EK Coaches

11601 Cyrus Way, Suite 101  
Mukilteo, WA 98275

Phone: (425) 609-1500  
Fax: (425) 609-1501  
www.ekcoaches.com

Jeff Crockett  
Jessica Allen  
Stacy Fowler

jeff@ekcoaches.com  
jessica@ekcoaches.com  
stacy@ekcoaches.com

### **Product & Service Category:      Transportation**

Wheelchair accessible van and bus sales, parts and service.

---

## Northwest Bus Sales, Inc.

2724 Meridian Avenue E.  
Edgewood, WA 98371

Phone: (800) 231-7099  
Fax: (253) 841-9384  
www.nwbus.com

George McQueen

george@nwbus.com

### **Product & Service Category:      Transportation**

Serving the Northwest for 25 years with new and used buses. Washington State dealer for Starcraft. Federal and Ameritrans buses. We also have a sister location in Las Vegas.

---

## Schetky NW Bus and Van Sales, Inc.

8430 N.E. Killingsworth Street  
Portland, OR 97220

Phone: (503) 382-3122  
Fax: (503) 287-2931  
[www.schetkynw.com](http://www.schetkynw.com)

David Schetky  
Tobi Chassaing

[davids@schetkynw.com](mailto:davids@schetkynw.com)  
[tobic@schetkynw.com](mailto:tobic@schetkynw.com)

### **Product & Service Category:      Transportation**

Founded in 1942, Schetky NW is Washington's longest established bus and van dealer, with the best pricing and longest warranties in the bus industry. Schetky NW can provide the most value for your transportation needs. Schetky NW is also the NW's largest employer in the bus business.

## X - Ray Services

### Schryver Medical Sales and Marketing

12075 E. 45th Avenue, Suite 600  
Denver, CO 80239

Phone: (800) 638-3240  
Fax: (303) 785-9326  
[www.schryvermedical.com](http://www.schryvermedical.com)

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[dave.paison@schryvermedical.com](mailto:dave.paison@schryvermedical.com)  
[tate.wilder@schryvermedical.com](mailto:tate.wilder@schryvermedical.com)  
[vann.lanz@schryvermedical.com](mailto:vann.lanz@schryvermedical.com)

### **Product & Service Category:      X-Ray Services**

Full service supplier of healthcare products to long term care facilities to include mobile diagnostics services for laboratory, x-ray and ultrasound.

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# Notes

# 2012 Calendar

January							February							March								
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa		
1	2	3	4	5	6	7				1	2	3	4						1	2	3	
8	9	10	11	12	13	14	5	6	7	8	9	10	11	4	5	6	7	8	9	10		
15	16	17	18	19	20	21	12	13	14	15	16	17	18	11	12	13	14	15	16	17		
22	23	24	25	26	27	28	19	20	21	22	23	24	25	18	19	20	21	22	23	24		
29	30	31					26	27	28	29				25	26	27	28	29	30	31		
1: 9: 16: 23: 30:							7: 14: 21: 29:							8: 14: 22: 30:								
April							May							June								
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa		
1	2	3	4	5	6	7				1	2	3	4	5							1	2
8	9	10	11	12	13	14	6	7	8	9	10	11	12	3	4	5	6	7	8	9		
15	16	17	18	19	20	21	13	14	15	16	17	18	19	10	11	12	13	14	15	16		
22	23	24	25	26	27	28	20	21	22	23	24	25	26	17	18	19	20	21	22	23		
29	30						27	28	29	30	31			24	25	26	27	28	29	30		
6: 13: 21: 29:							5: 12: 20: 28:							4: 11: 19: 26:								
July							August							September								
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa		
1	2	3	4	5	6	7				1	2	3	4							1		
8	9	10	11	12	13	14	5	6	7	8	9	10	11	2	3	4	5	6	7	8		
15	16	17	18	19	20	21	12	13	14	15	16	17	18	9	10	11	12	13	14	15		
22	23	24	25	26	27	28	19	20	21	22	23	24	25	16	17	18	19	20	21	22		
29	30	31					26	27	28	29	30	31		23	24	25	26	27	28	29		
3: 10: 19: 26:							1: 9: 17: 24: 31:							8: 15: 22: 29:								
30							30							30								
October							November							December								
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa		
	1	2	3	4	5	6				1	2	3							1			
7	8	9	10	11	12	13	4	5	6	7	8	9	10	2	3	4	5	6	7	8		
14	15	16	17	18	19	20	11	12	13	14	15	16	17	9	10	11	12	13	14	15		
21	22	23	24	25	26	27	18	19	20	21	22	23	24	16	17	18	19	20	21	22		
28	29	30	31				25	26	27	28	29	30		23	24	25	26	27	28	29		
8: 15: 21: 29:							6: 13: 20: 28:							6: 13: 20: 28:								
8: 15: 21: 29:							6: 13: 20: 28:							6: 13: 20: 28:								

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# Notes



[www.infinityrehab.com](http://www.infinityrehab.com)



## New Horizons in Hospital Partnering

*Potentially 76% of hospital re-admissions are avoidable.*

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Even if QIS hasn't rolled out in your state, it's vital to take steps to prepare for success. That's why McKesson offers weekly overviews of Healthcare Academy's QIS Wizard and QIS Wizard Pro33. These tools can provide QIS survey analysis and focus areas for facilities, and help address any issues through 33 online training sessions.

Contact Linda Poole at **1.206.953.7087** or  
Brian Moriniti at **1.509.990.8661** for more information.

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Redmond, WA  
DECEMBER 2011  
JUNE 2003

\$20,000,000\*  
\$38,460,000



Seattle, WA  
DECEMBER 2011  
DECEMBER 2003

\$20,880,000  
\$27,500,000



Seattle, WA  
OCTOBER 2011  
DECEMBER 2005

REMARKETING AGENT  
FINANCIAL ADVISORY



Seattle, WA  
LOC Replacement  
MAY 2010

\$10,889,277



Seattle, WA  
FEBRUARY 2007

\$214,700,000



Des Moines, WA  
JANUARY 2007  
DECEMBER 2003

\$37,010,000  
\$10,310,000



Stanwood, WA  
AUGUST 2005

\$7,293,188

\* Expected to close December 2011

**MARY K. MUÑOZ**  
Managing Director  
mmunoz@ziegler.com

**REBECCA NETH TOWNSEND**  
Senior Vice President  
rntownsend@ziegler.com

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