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This Table of Contents is for the Master Database, with each category available in a separate worksheet, which may also be available via our Web site in the future. Some categories contain general and specific recommendations for selection of a vendor in that category.

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

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

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

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

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

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

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

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

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

Bathing Systems and Products

Builder/Developer

Business Office/Documentation/Medical Records

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

Clinical Misc. Services

Clinical/Incontinence

Clinical-Wound Care/Skin Care

Consultants-Consultants are separated into the following nine separate categories based on their focus with either SNF, ALF or SH, or if they provide services for the entire continuum of care, as well as separated by those that offer comprehensive services or a defined service. Many overlap, therefore approximately 20% are included in two categories.

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

Consumer Web sites and Publishers-Many valuable to operators in marketing their facilities.

Equipment-Misc.

Equipment-Patient Care

Equipment-Patient Lifts

Equipment/Telecommunications

Environmental/Infection Control

Fire Protection

Food/Nutrition/Supplements

Food Service Management

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

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

Housekeeping Services

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

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

Laundry and Linen

Laundry/Equipment

Medical and Surgical Supplies

Medical Waste Removal

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

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

Pharmacy

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

Radiology/Portable X-Ray

Real Estate Brokers and Landlords

Social Services & Mental Health

Software-Includes those that provide products for SNF, ALF, Senior Housing and the entire continuum, and is noted as such, as well as specialty software vendors for billing, therapy and other areas. This category also includes intranet providers

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and Web site designers, with additional Web site designers in admissions/marketing. There are four sub-categories, as follows:

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

Staffing/Recruitment

Therapy Equipment and Supplies

Therapy Services

Transportation