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Marquis Health Services assumes management of skilled nursing facility

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Boston, MA Marquis Health Services, the healthcare affiliate of Tryko Partners, LLC, has assumed operational management of North End Rehabilitation and Healthcare Center. The organization will begin a \$5 million renovation at the skilled nursing facility – formerly known as Spaulding Nursing and Therapy Center – in early 2018.

Tryko Partners purchased the facility at 70 Fulton St. in March from Spaulding Rehabilitation Network, part of the Partners HealthCare system; Partners continued to manage the property during the transition. Under Marquis, the property will be licensed for 100 patients, including 70 beds for long-term residents and 30 beds for short-term rehabilitation patients.

“We have been working closely with Partners HealthCare to ensure the smooth transition of management,” said Uri Kahanow, Tryko Partners’ director of acquisitions. “Our thanks to the leadership at Partners. They have been a pleasure to work with during the process.” Spaulding Rehabilitation Network’s David Storto, president; Rebecca Kaiser, chief of staff; and Maureen Banks, chief operating officer, led the Partners transition team.

“I commend Marquis Health Services for working with the community to ensure a smooth transition for residents and their families,” said mayor Martin Walsh. “Thank you to the members of the North End Nursing Home Steering Committee for passionately helping Marquis, which will benefit the nursing home and the North End neighborhood at large.”

Since its opening in 1983, North End Rehabilitation and Healthcare Center has forged strong local ties. “The North End community has welcomed us with open arms, and we are deeply appreciative,” said Norman Rokeach, chief executive officer of Marquis Health Services. “In addition, we are thankful for the assistance of local and state leaders in helping us ensure the future success of this neighborhood mainstay.”

“I’m glad to welcome Marquis Health Services to the neighborhood,” said state rep. Aaron Michlewitz, who represents the North End. “I applaud them for taking on the challenge of upgrading and improving the facility and becoming a member of the community. I look forward to working with them in the future.”

Boston City Councilor Sal LaMattina said, “I am excited that Tryko Partners’ Marquis Health Services will continue to provide services to the elder residents of the North End. Quality care of

elders in District One has always been one of my top priorities.”

The addition of North End Rehabilitation and Healthcare Center expands the Tryko/Marquis Massachusetts skilled nursing portfolio to 10 properties. According to Rokeach, it provides a welcome opportunity for his team to grow its relationships with local healthcare providers. Several of the company's properties already maintain Accountable Care Organization (ACO) partnerships with Partners' Mass General and Brigham and Women's hospitals and, separately, Beth Israel Deaconess Care Organization, Steward Health Care Network, UMass Memorial Health Care, South Shore Health System and Atrius Health.

“Boston is known for its deep medical community,” said Rokeach. “We look forward to developing programming geared to the needs of our patients in collaboration with the world-class doctors and medical facilities right here in Boston.”

Marquis has immediate plans to enhance its patient programming. For example, it will introduce cardio-pulmonary and stroke recovery programs with the intent to strengthen clinical outcomes for both short- and long-term skilled nursing patients.

The capital improvements will include the addition of a 3,000 s/f therapy gym and upgrades to all rooms, bathrooms and common areas. Renovations will be conducted in stages, floor by floor, and also will feature the conversion of 50 semi-private rooms into private suites.

“We are excited to begin the renovation process and take this facility to the next level as soon as we receive the necessary approvals at the state and local levels,” Kahanow said.

After M&T Bank provided the acquisition financing for North End Rehabilitation and Healthcare Center, it was a natural fit for Tryko to choose the same partner to finance the operations closing and renovation, according to Chad Buchanan, chief investment officer. “The North End is a strategic addition to our portfolio,” he said. “I am confident M&T Bank understands this facility's significance to us and its importance in the community.”

For Brick, N.J.-based Tryko Partners and Marquis Health Services, the acquisition of the North End skilled nursing facility marks the firm's continued expansion. Marquis Health Services currently operates 17 facilities totaling more than 2,000 beds. The company is recognized as a leading provider for long-term care and rehabilitation services in the Northeast and Mid-Atlantic regions.

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