

U.S. Small Business Administration



NEWS RELEASE

CONNECTICUT DISTRICT OFFICE

Release Date: 05/04/2010

Release Number: CT-10-03

Media Contact: Julio Casiano (860) 240-4896

Internet Address: <http://www.sba.gov/ct>

Dan Fisher, President of A&D Home Health Solutions, Inc of Newington, CT has been named the U.S. Small Business Administration's 2010 Connecticut Small Business Person of the Year

HARTFORD, CT – U.S. Small Business Administration (SBA) has named Dan Fisher President of A&D Home Health Solutions, Inc. of Newington, CT the 2010 Small Business Person of the Year. Mr. Fisher was nominated by Joel Wolff, Chairman of SCORE Greater Hartford Chapter.

In today's highly specialized health services industry, it is difficult to find a diamond in the rough, but in Daniel "Dan" Fisher, President of A & D Home Health Solutions we have come to find that diamond that glitters in more ways than one. Dan, formerly Active Duty Army, was honorably discharged after serving six years protecting our country. After his discharge he pursued a professional career in the health field, graduating in 1992 with a Bachelor of Science Degree in Nursing. Spending a year with the Visiting Nurses Association of Connecticut he moved on to other managerial roles at other homecare agencies. From his years of experience and hands on management he developed a passion and deep commitment to finding ways to improve health care for the neediest in our community, the elderly, children, disabled and chronically ill.

In 2004 he decided to venture on his own by founding A & D Home Health Solutions with just a credit card. Dan recognized the need to specialize in home care, through private duty services, giving the most vulnerable access to home healthcare that otherwise was not available. The company believes in providing the best health, safety and welfare services by working closely with clients and family to develop a plan of care that is specific to each individual's needs and addresses those "little things" that are so important to quality of life.

Dan's vision to provide the best homecare service is reflected in the rapid growth and success of his company. Today A&D Home Health Solutions reports 2009 revenues of \$2.8 million compared with \$2.7 million in 2008, with field offices located throughout four Connecticut towns, Newington, New London, Danbury and Hamden. Dan's success has also been recognized by INC. Magazine which listed A&D Home Health Solutions in their 2009 List of 500 top growth companies. Through it all, Dan has managed to retain 11 full and 90 part time

employees since 2008, a level of employment he has fought hard to maintain, even in the midst of a deep recession that has impacted the health industry.

Recently Dan formed a holding company, A&D Health Management Group, Inc. allowing him to merge A&D Home Health Solutions as a division while establishing another company A&D Professional Homecare Services, Inc. A&D Professional Homecare Services, Inc. represents a major expansion into the Medicare and Medicaid services segment of homecare and it's in the final stages of regulatory approval. Dan has also set-up a company website <http://www.adhomehealthsolutions.com> that offers insight to healthcare and the various services available to families.

Dan envisions his company expanding and servicing clients not only in Connecticut but throughout the east coast. Dan is a strong believer that a good leader must always be prepared for growth and change. He has been working with the Greater Hartford SCORE Chapter to help his company plan for the expansion and improve current operations through a growth management strategic plan, which focuses in controlling costs and overhead burden, especially created by the present economic crisis. The strategic plan will also prepare the company for future changes that may result from a new healthcare bill from Washington. Joel Wolff, Chairman of the Greater Hartford SCORE Chapter and who nominated Dan for the award stated, "Dan enlisted the services of SCORE and through our specialized services SCORE has been able to assist Dan's company in correcting existing deficiencies by providing managerial advice that led to improvement in profitability in the face of the existing economic conditions."

Dan contributes much of his free time to area causes, especially partnering with the Newington Rotary Club, where he devotes his time to the Y-Us organization for underprivileged children, holds annual Bar-B-Ques presenting children with backpacks filled with school supplies and The Cherub Project, where his company purchases Christmas gifts for underprivileged children and participates in the Muscular Dystrophy Association. Dan also sits on the advisory board of the Northern Connecticut Care Planning Council and is the President of the Southern Connecticut Care Planning Council.

###