



ABOUT ARGENTUM

Argentum is the leading national association exclusively dedicated to supporting companies operating professionally managed, resident-centered senior living communities and the older adults and families they serve. Argentum member companies operate senior living communities offering assisted living, independent living, continuing care, and memory care services to older adults and their families. Since 1990, Argentum has advocated for **choice, independence, dignity, and quality of life** for all older adults.

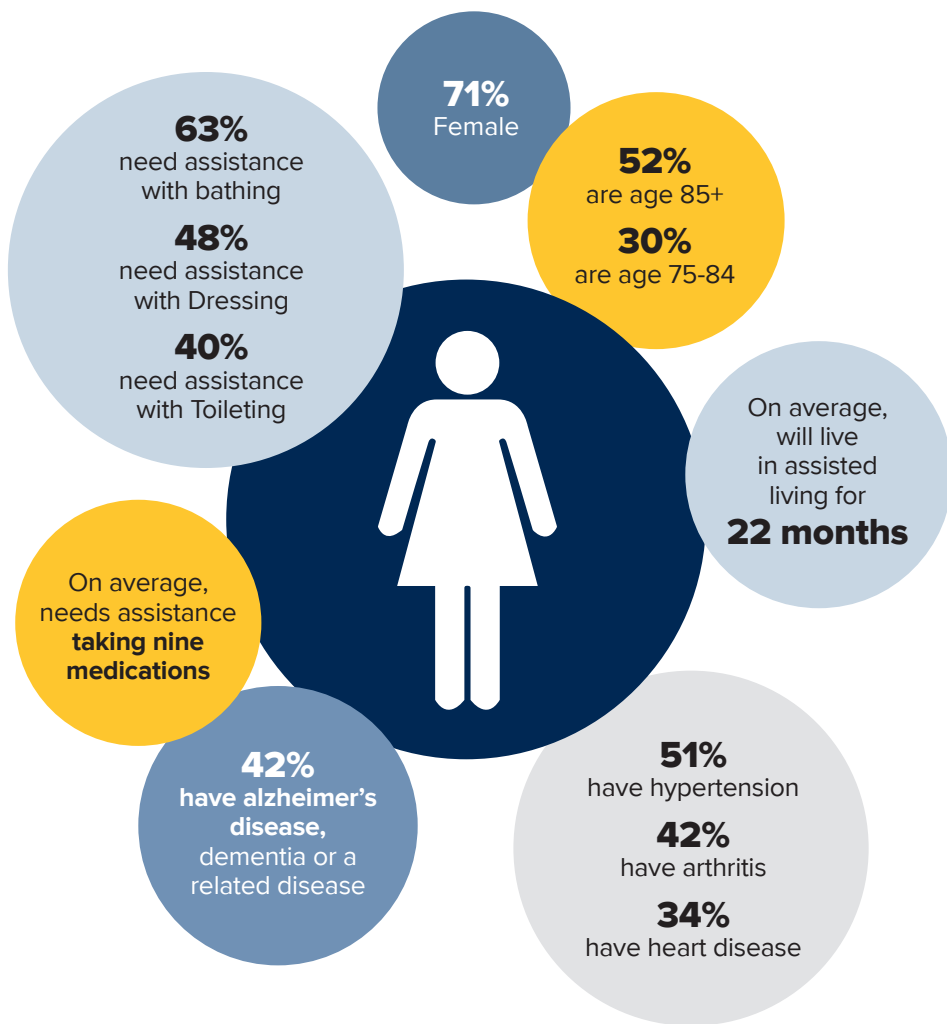
Along with its state partners, Argentum's membership represents approximately 75 percent of the professionally managed senior living industry—an industry with a **national economic impact of nearly a quarter of a trillion dollars and responsible for providing over 1.6 million jobs**. The economic impact of senior living is greater than auto manufacturing and air transportation and is almost as large as the pharmaceutical industry.

WHAT IS ASSISTED LIVING?

Assisted Living is a home and community based setting for older adults combining housing, supportive services and health care as needed. Individuals who choose assisted living enjoy an independent lifestyle with assistance customized to meet each resident's needs and benefits that enrich their lives.

Assisted Living promotes independence, purpose and dignity for each resident and encourages the involvement of a resident's family and friends. Staff is available to meet both scheduled and unscheduled needs. Communities typically offer dining, social and wellness activities, and personal care services. There are currently **28,900 communities** in the United States with **more than 811,500 residents** calling assisted living home.

RESIDENT PROFILE



Source: CDC, NCHS, 2016 National Study of Long-Term Care Providers

ARGENTUM'S ADVOCACY PRIORITIES

SUPPORTING STATE REGULATORY MODEL



Argentum supports **strong state oversight** balancing **resident safety and choice**

FIND AND RETAIN A QUALIFIED WORKFORCE TO CARE FOR OUR AGING POPULATION

Senior living must attract **1.4 million** workers by 2025. The senior living industry outpaced the average U.S. job growth by **3.7%**



RETIREMENT SECURITY CRISIS

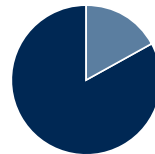


70% of the 65-plus population – including many people with cognitive impairment – require some form of long-term care.

Less than **8%** of Americans have purchased long-term care insurance.

1 in 3 Americans have less than \$5,000 saved for retirement.

FUNDING SOURCE FOR ASSISTED LIVING NATIONWIDE



83%
Funded by private party

17%
Funded by Medicaid

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Source: Argentum Analysis of Bureau of Statistics data; Robert Wood Johnson Foundation; CBO; Northwestern Mutual 2018 Planning & Progress Study

SENIOR LIVING IMPACT DATA

PROCESS AND METHODOLOGY

For the purposes of this study, “senior living” is defined as independent living, assisted living, memory care, and continuing care retirement communities. Skilled nursing facilities are not factored into the calculations of this study.

DEFINING IMPACT

TOTAL ECONOMIC IMPACT measures the dollars that are generated within the region because of senior living communities. This includes spending on goods and services with a variety of suppliers within the state, spending of staff and visitors, and the business volume generated by businesses within the region that benefit from senior living’s spending.

SOCIAL RESPONSIBILITY was estimated through the following process: Tripp Umbach conducted in-depth interviews and member surveys to document the extent to which employees and senior living communities themselves donate additional time, money, and care to their local communities through activities such as food drives, health fairs, flu clinics, and special events.

GOVERNMENT REVENUE is measured as the local and state taxes generated due to direct, indirect, and induced operations.

JOBS DIRECTLY SUPPORTED is employment that stems directly from senior living communities.

JOBS INDIRECTLY SUPPORTEDs the employment of individuals who work in industries which support senior living.

**For more information on Senior Living Impact,
visit <https://seniorlivingimpact.org/>**

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State	Communities	Residents	Economic Impact	Jobs Directly Supported	Jobs Indirectly Supported	Local and State Government Revenue	Social Responsibility
Alabama	300	8,200	\$1 B	4.9 K	3.4 K	\$54.2 M	\$7 M
Alaska	200	2,200	\$444.5 M	2.1 K	1.1 K	\$16.5 M	\$31 M
Arizona	1,400	24,600	\$4.7 B	18.8 K	16.6 K	\$250.6 M	\$27 M
Arkansas	100	7,200	\$63.8 M	3.3 K	2 K	\$28.6 M	\$4.7 M
California	5,200	134,500	\$26.5 B	100.5 K	76.3 K	\$1.5 B	144.2 M
Colorado	500	14,800	\$3.6 B	14 K	12.2 K	\$175.5 M	\$20.2 M
Connecticut	70	1,800	\$2.6 B	9.4 K	6.7 K	\$262.5 M	\$13.5 M
Delaware	30	2,000	\$638.2 M	2.7 K	1.7K	\$25.6 M	\$3.9 M
District of Columbia	NA	NA	\$92.4 M	594	128	\$6.4 M	\$851.5 K
Florida	2,400	84,900	\$14.5 B	57.6 K	53.5 K	\$647.4 M	\$82.6 M
Georgia	870	28,270	\$5 B	21 K	17.5 K	\$251.6 M	\$30.2 M
Hawaii	240	2,800	\$447.3 M	1.6 K	1.2 K	\$27 M	\$2.4 M
Idaho	200	8,200	\$1.3 B	6.6 K	4.8 K	\$67.6 M	\$9.5 M

State	Communities	Residents	Economic Impact	Jobs Directly Supported	Jobs Indirectly Supported	Local and State Government Revenue	Social Responsibility
Illinois	570	33,400	\$5.9 B	23 K	17.6 K	\$550.5 M	\$33 M
Indiana	300	21,700	\$3.2 B	14.5 K	10.4 K	\$140.4 M	\$20.9 M
Iowa	50	1,900	\$821.2 M	3.9 K	2.4 K	\$40.5 M	\$5.6 M
Kansas	400	16,700	\$157.9 M	7.5 K	4.8 K	\$78.7 M	\$10.8 M
Kentucky	200	10,900	\$1.2 B	5.5 K	3.8 K	\$86.9 M	\$7.9 M
Louisiana	100	5,600	\$2.7 B	4.8 K	9.2 K	\$115.3 M	\$6.8 M
Maine	200	6,500	\$1.3 B	6.2 K	4.5 K	\$101 M	\$8.9 M
Maryland	900	20,800	\$3.6 B	14.9 K	9.9 K	\$219.8 M	\$21.4 M
Massachusetts	300	15,600	\$6 B	22.1 K	10.3 K	\$321 M	\$31.7 M
Michigan	1,400	32,400	\$7.7 B	32.1 K	26.4 K	\$391.7 M	\$46.1 M
Minnesota	800	32,100	\$4.2 B	17.2 K	13.2 K	\$406.9 M	\$24.6 M
Mississippi	100	6,000	\$702.6 M	3.6 K	2.2 K	\$35.5 M	\$5.1 M
Missouri	400	18,000	\$2.1 B	9.8 K	7.1 K	\$129.4 M	\$14 M

State	Communities	Residents	Economic Impact	Jobs Directly Supported	Jobs Indirectly Supported	Local and State Government Revenue	Social Responsibility
Montana	200	5,900	\$1.1 B	5.5 K	4 K	\$80 M	\$7.9 M
Nebraska	200	9,300	\$1 B	4.7 K	31 K	\$50.2 M	\$6.7 M
Nevada	200	6,200	\$1.1 B	4.8 K	3.6 K	\$49.6 M	\$6.9 M
New Hampshire	100	5,400	\$555.7 M	2.2 K	1.6 K	\$45.9 M	\$3.2 M
New Jersey	200	21,100	\$3.5 B	12.5 K	9.9 K	\$254.4 M	\$18 M
New Mexico	170	4,640	\$715 M	3.2 K	2.1 K	\$ 33.4 M	\$4.7 M
New York	500	36,500	\$10 B	38 K	25.8 K	\$861 M	\$54.6 M
North Carolina	700	33,000	\$7.5 B	34.2 K	24.8 K	\$397.2 M	\$49.1 M
North Dakota	100	5,200	\$541.9 M	2.5 K	1.5 K	\$15.9 M	\$3.7 M
Ohio	600	48,000	\$4.8 B	20.5 K	16.3 K	\$250.7 M	\$29.4 M
Oklahoma	200	9,800	\$612.4 M	2.7 K	1.9 K	\$23.5 M	\$3.9 M
Oregon	1,400	25,700	\$7.2 B	34.9 K	22.6 K	\$456.2 M	\$50.1 M
Pennsylvania	1,000	57,300	\$6.2 B	24.5 K	19.8 K	\$299.6 M	\$35.1 M

State	Communities	Residents	Economic Impact	Jobs Directly Supported	Jobs Indirectly Supported	Local and State Government Revenue	Social Responsibility
Rhode Island	50	3,700	\$742.6 M	2.9 K	2.1 K	\$77 M	\$4.2 M
South Carolina	300	11,800	\$1.9 B	8.5 K	6.2 K	\$132.9 M	\$12.3 M
South Dakota	100	4,300	\$656.6 M	3.3 K	2 K	\$21.8 M	\$4.7 M
Tennessee	300	17,300	\$2.4 B	9.3 K	7.5 K	\$199.7 M	\$13.4 M
Texas	1,200	43,600	\$8.8 B	36.8 K	29.9 K	\$384.8 M	\$52.8 M
Utah	200	7,500	\$1.8 B	7.8 K	6.3 K	\$96.6 M	\$11.2 M
Vermont	100	2,800	\$428.6 M	1.9 K	1.3 K	\$27.6 M	\$2.7 M
Virginia	300	22,400	\$5.1 B	22.7 K	14.8 K	\$277 M	\$32.6 M
Washington	2,000	35,700	\$7.4 B	31.4 K	20.2 K	\$404.8 M	\$45 M
West Virginia	90	3,300	\$410.1 M	1.9 K	1.1 K	\$21 M	\$2.8 M
Wisconsin	1,500	32,900	\$8.6 B	39.5 K	28.2 K	\$430.3 M	\$56.7 M
Wyoming	30	1,300	\$204.3 M	1 K	521	\$10.2 M	\$1.4 M
National Totals	28,900	811,500	\$246.9 B	767.8 K	915.6 K	\$20.8 B	\$1.1 B