



March 11, 2021

The Honorable Andrew Cuomo  
Governor  
State of New York  
Chair  
National Governors Association  
444 North Capitol St NW #267  
Washington, DC 20001

The Honorable Asa Hutchinson  
Governor  
State of Arkansas  
Vice Chair  
National Governors Association  
444 North Capitol St NW #267  
Washington, DC 20001

Dear Governors Cuomo and Hutchinson:

I am contacting you today on behalf of Argentum, 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. Along with its state partners, Argentum's membership represents approximately 75 percent of the professionally managed communities in the senior living industry. The residents who live in senior living communities average 85 years of age, with the majority having chronic health conditions and needing assistance with activities of daily living such as bathing, eating, toileting, as well as personal and health care services—services which cannot be socially distanced.

I am requesting that the National Governors Association strongly encourage state governments to provide COVID-19 financial relief, that is allocated through the American Rescue Plan Act of 2021, to senior living providers and caregivers. The funding we are requesting will be used to help recoup some of the financial losses senior living providers have incurred as a result of extraordinary efforts to keep residents and employees safe during the COVID-19 pandemic.

Senior living providers collectively have incurred over \$15 billion in expenses for procuring gowns, gloves, masks and other infection prevention and control supplies, hero pay, additional staff, and lost revenue due to record-low occupancy rates—losses which are long-term, compounding, and unsustainable. A chart is included in this correspondence detailing these losses by state and only includes senior living communities. Unfortunately, these facilities have not had the same access to federal relief as other providers. Through the federal Provider Relief Fund, which was established by the CARES Act, assisted living facilities have received to-date roughly \$1 billion nationwide (compared to \$12.5 billion for skilled nursing facilities, which also serve the same number of seniors (two million) as senior living communities).



Over 85% of the residents that live in senior living communities privately pay for their care. Senior living provides an affordable option for seniors, preserving Medicaid for the most financially challenged and frail seniors. More than 50% of senior living providers have indicated they may have to close their senior living community due to COVID-19 financial hardship and the lack of federal financial relief. If this happens, federal and state Medicaid budgets will catastrophically increase due to the demand for skilled nursing beds at a tremendous cost to taxpayers.

Unfortunately, senior living, including assisted living providers, were not addressed with any funding in the recently passed American Rescue Plan Act of 2021 despite caring for the most vulnerable and most susceptible population to COVID-19.

Argentum respectfully asks for the National Governors Association to strongly encourage member governors to provide funding allocated to state governments through the American Rescue Plan Act of 2021 to senior living providers to enable them to continue operations and remain viable options for seniors to receive the care they need and to maintain Medicaid funding availability for America's most financially strained citizens.

If you have any questions regarding this request or if you need additional information, please contact Maggie Elehwany, Argentum's Senior Vice President of Public Affairs, at [melehwany@argentum.org](mailto:melehwany@argentum.org).

Sincerely,

James Balda  
President & CEO

cc: Bill McBride, Executive Director, National Governors Association  
Susie Perez Quinn, Director of Government Relations, National Governors Association

## Estimated Losses to Senior Living Providers due to COVID-19 (by state)

56% of providers operating at a loss

| State           | State Economic Impact of Senior Living | COVID-19 Economic Impact |
|-----------------|--|--------------------------|
| Alabama         | 1,000,000,000                          | -\$31,613,376            |
| Alaska          | 444,500,000                            | -\$274,447,751           |
| Arizona         | 4,700,000,000                          | -\$450,547,895           |
| Arkansas        | 63,800,000                             | -\$176,317,164           |
| California      | 26,500,000,000                         | -\$1,931,725,797         |
| Colorado        | 3,600,000,000                          | -\$237,448,280           |
| Connecticut     | 2,600,000,000                          | -\$150,801,563           |
| Delaware        | 638,200,000                            | -\$46,371,337            |
| Florida         | 14,500,000,000                         | -\$1,004,291,185         |
| Georgia         | 5,000,000,000                          | -\$541,311,322           |
| Hawaii          | 447,300,000                            | -\$15,056,818            |
| Idaho           | 1,300,000,000                          | -\$98,034,807            |
| Illinois        | 5,900,000,000                          | -\$676,745,692           |
| Indiana         | 3,200,000,000                          | -\$375,841,517           |
| Iowa            | 821,200,000                            | -\$191,974,121           |
| Kansas          | 157,900,000                            | -\$165,200,046           |
| Kentucky        | 1,200,000,000                          | -\$215,732,952           |
| Louisiana       | 2,700,000,000                          | -\$239,394,185           |
| Maine           | 1,300,000,000                          | -\$23,527,869            |
| Maryland        | 3,600,000,000                          | -\$212,551,609           |
| Massachusetts   | 6,000,000,000                          | -\$302,346,934           |
| Michigan        | 7,700,000,000                          | -\$367,653,561           |
| Minnesota       | 4,200,000,000                          | -\$278,023,730           |
| Mississippi     | 702,600,000                            | -\$165,287,945           |
| Missouri        | 2,100,000,000                          | -\$276,748,889           |
| Montana         | 1,100,000,000                          | -\$56,336,673            |
| Nebraska        | 1,000,000,000                          | -\$114,933,869           |
| Nevada          | 1,100,000,000                          | -\$166,675,539           |
| New Hampshire   | 555,700,000                            | -\$38,953,256            |
| New Jersey      | 3,500,000,000                          | -\$412,994,356           |
| New Mexico      | 715,000,000                            | -\$104,096,209           |
| New York        | 10,000,000,000                         | -\$843,294,536           |
| North Carolina  | 7,500,000,000                          | -\$448,285,553           |
| North Dakota    | 541,900,000                            | -\$59,079,126            |
| Ohio            | 4,800,000,000                          | -\$535,709,420           |
| Oklahoma        | 612,400,000                            | -\$235,336,276           |
| Oregon          | 7,200,000,000                          | -\$85,342,779            |
| Pennsylvania    | 6,200,000,000                          | -\$499,755,039           |
| Rhode Island    | 742,600,000                            | -\$68,957,775            |
| South Carolina  | 1,900,000,000                          | -\$261,375,029           |
| South Dakota    | 656,600,000                            | -\$65,345,424            |
| Tennessee       | 2,400,000,000                          | -\$434,999,448           |
| Texas           | 8,800,000,000                          | -\$1,400,901,144         |
| Utah            | 1,800,000,000                          | -\$207,590,461           |
| Vermont         | 428,600,000                            | -\$6,985,253             |
| Virginia        | 5,100,000,000                          | -\$301,834,694           |
| Washington      | 7,400,000,000                          | -\$186,594,088           |
| West Virginia   | 410,100,000                            | -\$356,191,515           |
| Wisconsin       | 8,600,000,000                          | -\$71,872,389            |
| Wyoming         | 204,300,000                            | -\$31,176,911            |
| <b>National</b> |  | <b>-\$15,443,613,105</b> |

Loss projections are based on national loss data and severity of COVID-19 within each respective state.