

Argentum Advocates

June 2021 Member Briefing



Argentum
Advocates



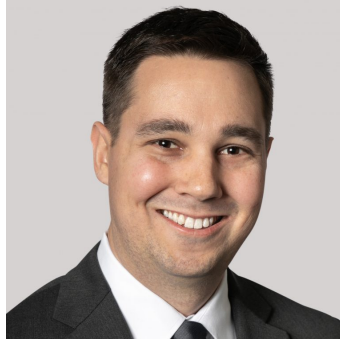
Welcome Argentum Advocates!



Maggie Elehwany
Senior Vice President
Public Affairs



Paul Williams
Vice President
Government Relations



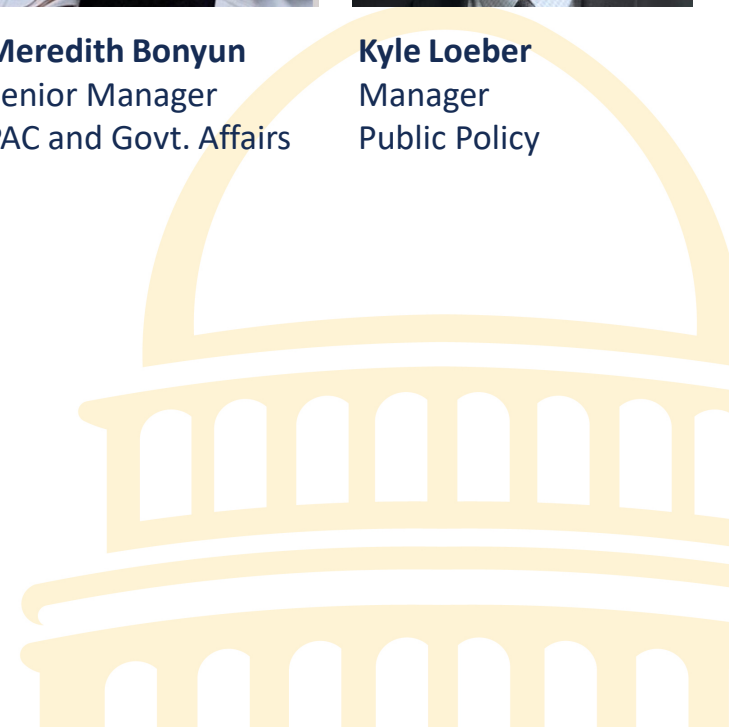
Dan Samson
Director
Government Relations



Meredith Bonyun
Senior Manager
PAC and Govt. Affairs

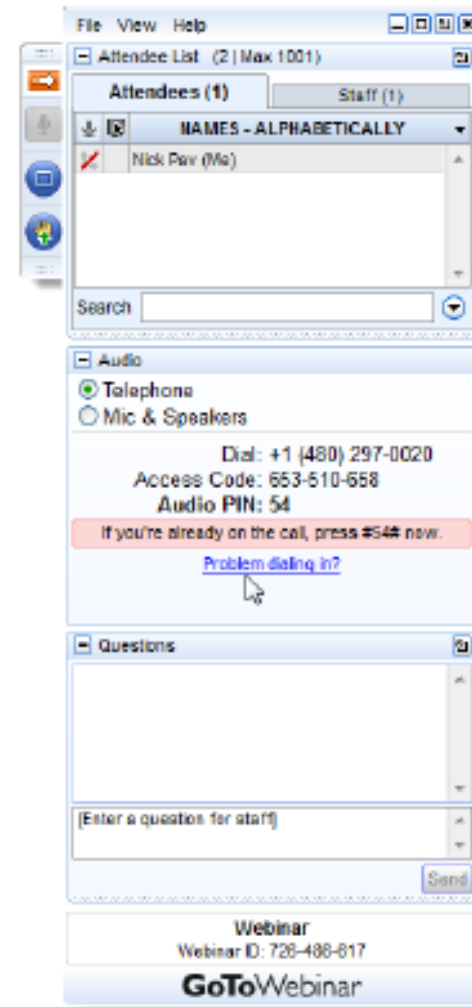


Kyle Loeber
Manager
Public Policy



Have a Question?

Ask your question at any time in the questions box on your GoToWebinar panel.



Agenda

- NIC/NORC Report on COVID-19 Impact on Senior Housing
- Provider Relief Fund
 - Next disbursement of funds (Phase 4)
 - Backlog/inaccurate disbursement concerns
- Infrastructure
 - Workforce Agenda
 - Sustainability Fund
 - Resources Needed
- Regulatory Issues
- State update/victories
- Advocacy Fund and PAC Activities

NORC Research



PRESS RELEASE

New University of Chicago Study Shows Nearly Two-Thirds of Assisted Living Facilities Reported No COVID-Related Deaths

Assisted living providers have faced extreme financial strain in keeping residents safe and healthy, but have received little federal financial relief to date.

(Alexandria, Va.) – New research unveiled today by [NORC at the University of Chicago](#) found that [nearly two-thirds of assisted living facilities reported no deaths from COVID-19 in 2020](#). The study calculates that average adjusted death rates from COVID-19 in assisted living was 19.3 per 1,000 residents.

"This study affirms that the swift and careful actions taken by assisted living providers helped make a significant difference in the midst of the global pandemic," said James Balda, Argentum president & CEO. "These facilities have incurred great expenses and endured substantial financial distress to keep staff and residents healthy, and now it's imperative that the government step up and provide critical financial relief."

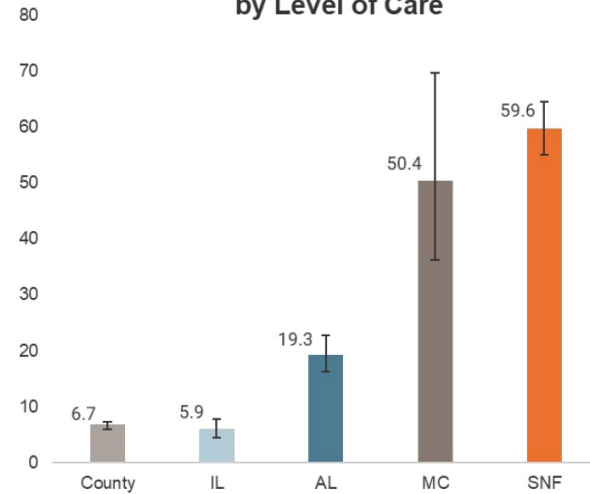
According to the study, the following are percentages from senior congregate care settings with no reported COVID-19 deaths in 2020:

- Independent Living: 67%
- Assisted Living: 64%
- Memory Care: 61%
- Skilled Nursing Facilities: 39%

The study also notes the wide range of challenges facing senior living providers during the pandemic, and how these "challenges placed a strain on the industry both financially and operationally." These challenges came despite caring for a highly vulnerable population — the average age in senior living is 85, and most residents live with multiple comorbidities and need assistance with activities of daily living such as bathing, eating, and medication management.

Senior living providers had to swiftly adapt to new building layouts, policies, rules, and changing reporting requirements to keep residents safe and healthy. They also had to work to secure scarce PPE and testing supplies and to contract with labs to process those tests quickly and efficiently. In addition, many operators increased pay, provided extra benefits, and made operational changes to staffing in order to limit exposure and possible COVID-19 spread.

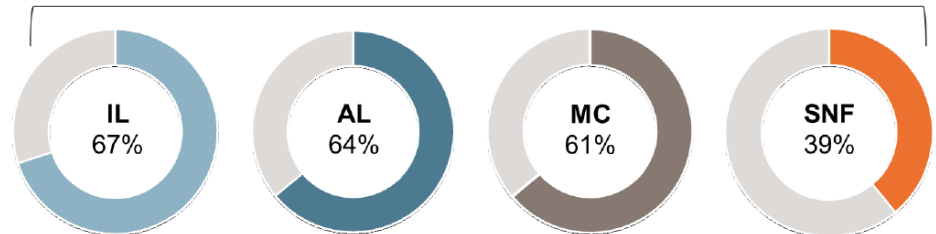
Adjusted COVID-19 Deaths per 1,000 by Level of Care



95% confidence intervals displayed

Portion of Seniors Housing Properties with No Reported COVID-19 Deaths in 2020

51% of All Properties



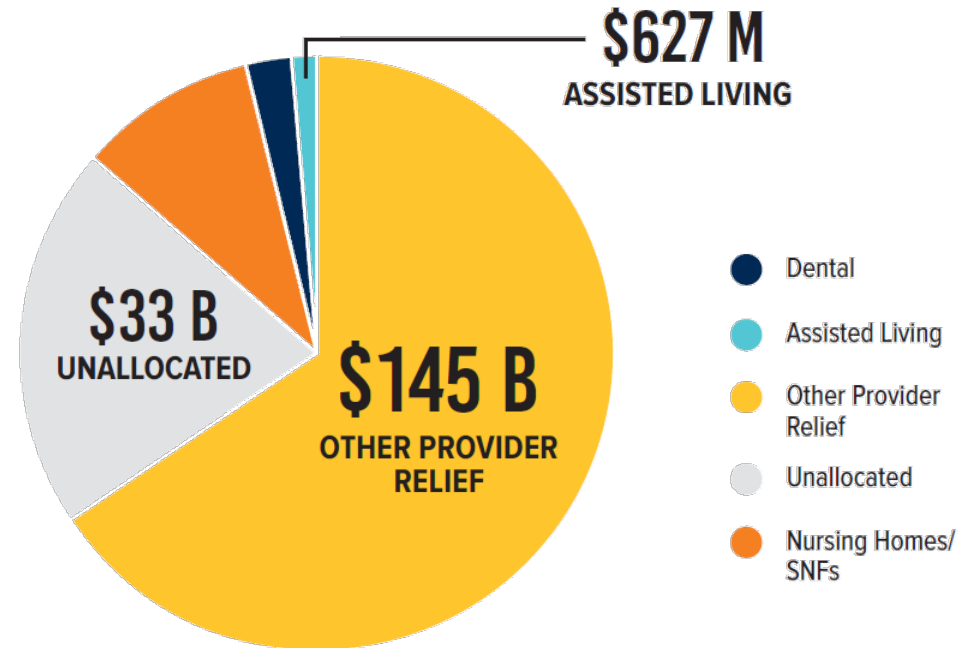
Capitol Hill Briefing: Focus on Challenges of the Pandemic, Insufficient Federal Relief, Yet Assisted Living and Independent Living Protect Seniors

- The industry proved itself to be agile, resilient and focused
- Challenges along the way included:
 - Zero understanding of the path of transmission in early days of March 2020
 - Limited access to Personal Protective Equipment (PPE)
 - Limited access to reliable testing
 - Ever changing understanding of coronavirus
 - Ever changing patchwork of regulatory requirements
 - Staffing disruptions and shortages
 - Staff and resident morale, fear and exhaustion
 - Moratoriums on move-ins to keep residents and staff safe
 - Falling occupancy rates, pressures on NOI
 - Physical distancing and social isolation
 - Limited visitation from family and friends
 - Vaccination roll out
- Yet the industry stayed open, operated and took care of residents and patients

Financial Relief

Provider Relief Fund

- PRF Phase IV
- HRSA Meeting
- Congressional Sign-on Letter Response
- Continued Pressure from Capitol Hill



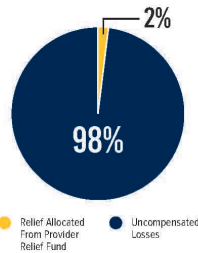
PROVIDER RELIEF INEQUALITIES IN DISTRIBUTION

State Impact Infographics

COVID-19 IMPACT ON SENIOR LIVING PROVIDERS IN PENNSYLVANIA

VULNERABLE SENIORS SERVED	70,402
NUMBER OF FACILITIES	1,195
FACILITIES OPERATING AT LOSS (EST.)	670
JOB SUPPORTED (DIRECTLY/INDIRECTLY)	24,500 / 19,800
COVID-19 ECONOMIC IMPACT (UPDATE EST. 2020 & Q1/2 2021)	-\$2,089,144,855
PROVIDER RELIEF ALLOCATED (EST.)	\$42,978,621
UNCOMPENSATED LOSSES (EST.)	-\$2,046,166,234

RELIEF ALLOCATED TO OFFSET COVID-19 EXPENSES/LOSSES



Senior living providers in **PENNSYLVANIA** care for vulnerable older adults in assisted living, memory/Alzheimer's care, and other senior congregate care settings.

The average age in senior living is 85, most residents suffer from multiple comorbidities, and need assistance with activities of daily living such as bathing, eating, or toileting—services which cannot be socially distanced.

Providers have incurred significant expenses from procuring gowns, gloves, masks and other infection prevention and control supplies, or lost revenue due to record-low occupancy rates—losses which are long-term, compounding, and unsustainable.

COVID-19 IMPACT AMOUNTS TO \$16,381 PER RESIDENT

	# OF SENIORS PER FACILITY	TOTAL EXPENSES AND LOSSES PER FACILITY
SMALLEST FACILITIES (UNDER 35 RESIDENTS)	25	\$409,525.00
	30	\$491,430.00
	35	\$573,335.00
MEDIUM SIZE FACILITIES	100	\$1,638,100.00
	125	\$2,047,625.00
	150	\$2,457,150.00
LARGEST FACILITIES	200	\$3,276,200.00
	225	\$3,685,725.00
	250	\$4,095,250.00

Data is representative of senior living communities with 25+ residents across assisted living, memory care, and independent living facilities. The number of facilities and residents listed includes only licensed facilities. COVID-19 financial impact data is based on a representative national sample. Estimates are based on a per resident impact by state for 2020 and Q1/Q2 estimates for 2021. Provider Relief Fund estimate is based on percentage of COVID-19 cases per state against "GAO Summary of PRF Allocations" as of 12/31/20.

Argentum is the leading national association representing 75 percent of professionally managed assisted living, independent living, memory care, and continuing care retirement communities. These communities offer choice, dignity, security, and comfort in the final years of life to nearly two million vulnerable seniors.



COVID-19 Impact by State



COVID-19 financial impact data is based on a representative national sample. Estimates are based on a per resident impact by state for 2020 and Q1/Q2 estimates for 2021. Provider Relief Fund estimate is based on percentage of COVID-19 cases per state against "GAO Summary of PRF Allocations" as of 12/31/20.

<p>Alabama</p> <p>ACCESS INFOGRAPHIC</p>	<p>Alaska</p> <p>ACCESS INFOGRAPHIC</p>	<p>Arizona</p> <p>ACCESS INFOGRAPHIC</p>	<p>Arkansas</p> <p>ACCESS INFOGRAPHIC</p>
<p>California</p> <p>ACCESS INFOGRAPHIC</p>	<p>Colorado</p> <p>ACCESS INFOGRAPHIC</p>	<p>Connecticut</p> <p>ACCESS INFOGRAPHIC</p>	<p>Delaware</p> <p>ACCESS INFOGRAPHIC</p>

Infrastructure/Workforce Needs

- Timeline – Infrastructure package likely split into two distinct bills: bipartisan bill (hard infrastructure) and a partisan bill (soft infrastructure)
- Congressional/White House Agreement on “hard infrastructure”
- Argentum push/SENIOR Act
 - A. Workforce Development
 - B. Sustainability Fund
 - C. Hard Infrastructure Needs
- Targeted Approach:
 - Grassroots outreach from constituents
 - Consistent meetings with key Congressional staff
 - National & local media campaigns
 - CEO-level meetings with Members of Congress
 - PAC events to relay message to lawmakers
- **Biden Proposal** - \$400 billion investment in senior care - - specifically included assisted living.

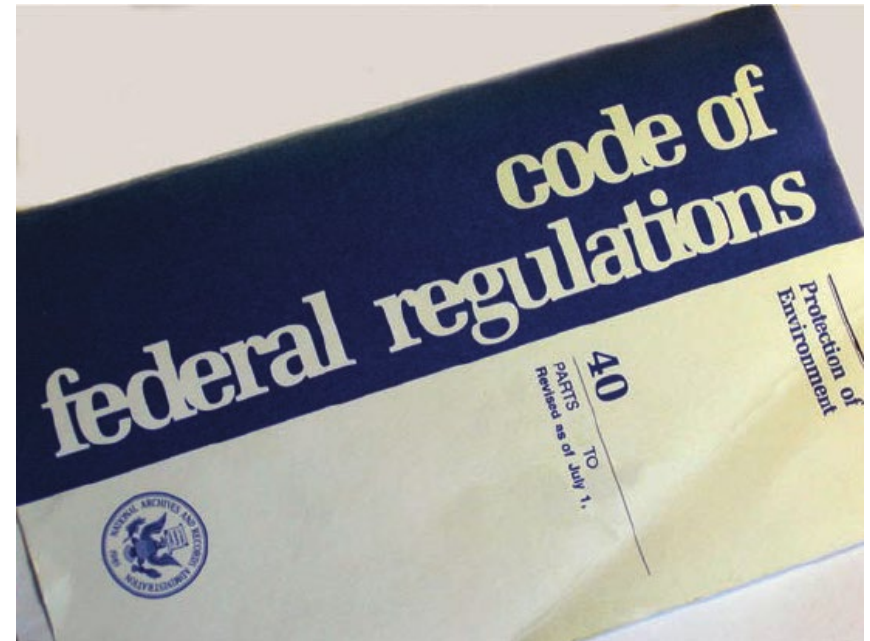
Workforce Initiatives

- Focal point of infrastructure advocacy
- Build on current workforce development programs
- Advance new programs focused on LTC shortages (workforce pipelines, apprenticeships, loan forgiveness, public/private partnerships)

NOTE: Better Care Better Jobs Act (Casey, Wyden)

Federal Regulations of Concerns

- **CMS Interim Final Rule regarding vaccinations – draft comments available next week; comments due July 12th.**
- **OSHA Emergency Regulation Published - - various requirements go into effect July 5th and July 12th. Comments due July 21st.**



Update on State Advocacy Priorities

Maintaining the State-Based Regulatory Model

- Continued progress on establishing reasonable liability protections at the state level
- Working proactively with states on efforts to secure provider relief funding from American Rescue Plan Act of 2021 (ARPA) state allocations
- Working proactively with states to ensure vaccination prioritization is maintained for residents and staff of senior living communities
- Working proactively with states to ensure visitation for senior living residents

Liability Protection



- **Once Republicans lost the Senate, Argentum's fight for liability protection was blocked.**
- **Our efforts focused on advancing effective state liability protection laws.**
- **Approximately 29 states have passed or extended COVID liability protections**



State Funding Availability

The Treasury Department released an [interim final rule](#) regarding the \$195.3 billion directed toward state governments, which may be then released to private entities at the state's discretion.

- Funds have maximum flexibility
- States are encouraged to direct funds for COVID-19 mitigation efforts and to “**support industries hardest hit by the crisis**”
- Funds may also be used to provide **premium pay for essential workers**, either by the state providing premium pay directly, or through grants to private employers for essential workers who must be physically present to include staff at nursing homes, hospitals, and home-care settings
- Argentum is working closely with State Partners to make requests directly to governors and state legislatures.

Argentum Sponsored Meetings

In June, Argentum has participated in five member-level events. At these Argentum only events, the Members of Congress and their staff learned about issues currently effecting our industry directly from the Argentum Government Affairs team and prominent companies located in their state.

Congresswoman Katherine Clark (MA-5-D)

Senator Shelley Moore Capito (WV-R)

Senator Tammy Baldwin (WI-D)

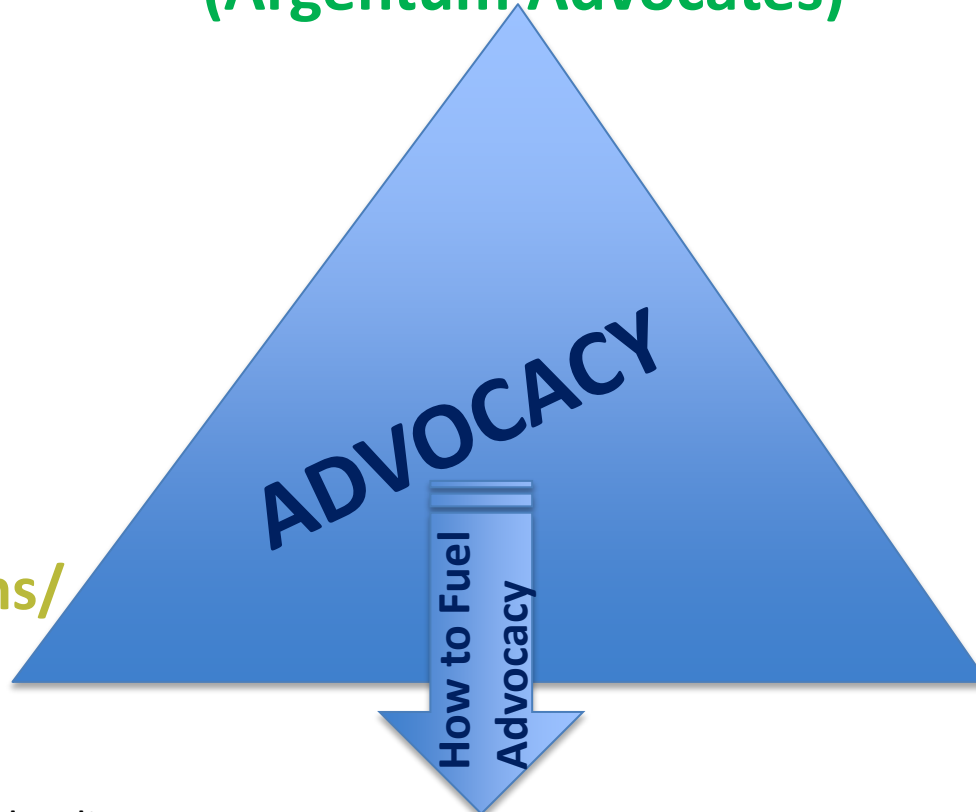
Senator Jon Tester (MT-D)

Senator Bob Casey (PA-D)

Argentum Public Policy

Direct lobbying/ Grassroots
(Argentum Advocates)

Communications/
Media



PAC

- Establish thoughtful policy – **Argentum Public Policy Committee**
- Collect key data and research
- Establish targeted PR campaign to get your message out
- Meet legal needs/legal intervention if necessary

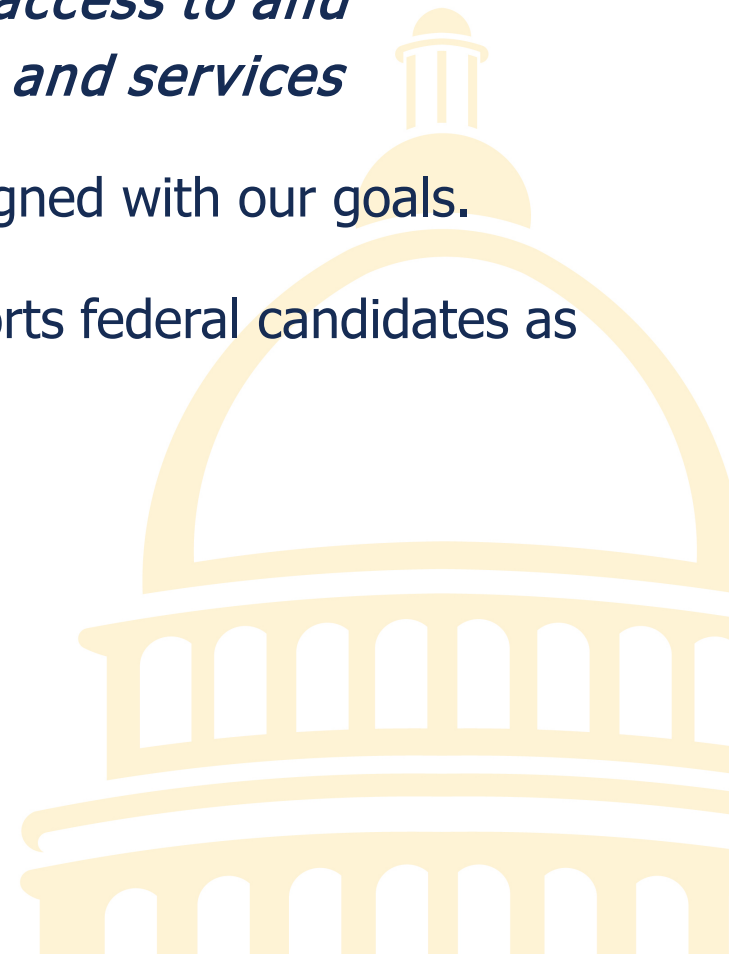
Advocacy Fund

Have You Made Your Pledge?

Argentum's Silver PAC is a *non-partisan* fund used to support lawmakers and candidates who understand the senior living industry, and who *support our goals of increasing access to and affordability of quality senior living care and services*

Silver PAC allows us to support candidates aligned with our goals.

Silver PAC is the only industry PAC that supports federal candidates as well as state PACs.



Take Action!

- **Upcoming Recess**
- **Talking Points & State-based infographics**
- **New resources webpage**
- **Take our relationship survey**
- **Contact Congress to Urge Provider Relief**



In the coming days, the Biden Administration is expected to announce the next tranche from the Provider Relief Fund. Argentum has been leading advocacy efforts to prioritize immediate relief to senior living providers, and we are calling on all senior living advocates to amplify our message to HHS and the Biden Administration: **Relief must be prioritized to senior living providers!**

As you know, relief to date has been insufficient to meet the more than \$15 billion that providers have incurred in expenses/losses last year alone from COVID-19, with only \$1 billion allocated so far. Last month, 59 members of the House of Representatives and 25 Senators joined our call by sending a letter to the administration urging targeted and equitable relief.

In the final days before an announcement is made on the next tranche of funding, we urgently need the Administration to hear from leaders in Congress that senior living must be prioritized for relief.

Taking action is quick and easy! Pre-written messages are available that can be sent directly to your member of Congress (just add your contact information), or you can call your representative and Senators and follow our phone-script.

[TAKE ACTION!](#)

Thank you for joining us in this important effort.

Questions?



Maggie Elehwany
Senior Vice President
Public Affairs

703-562-1184
melehwany@argentum.org



Paul Williams
Vice President
Government Relations

703-562-1183
pwilliams@argentum.org



Dan Samson
Director
Government Relations

703-562-1176
dsamson@argentum.org



Meredith Bonyun
Senior Manager
PAC and Govt. Affairs

703-562-1180
mbonyun@argentum.org



Kyle Loeber
Manager
Public Policy

703-562-1186
kloeber@argentum.org

