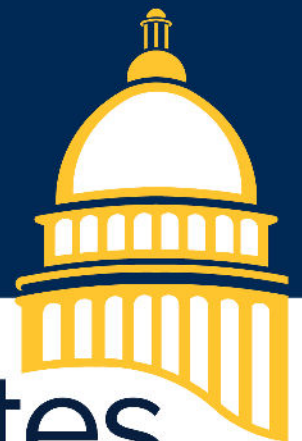


# Argentum Advocates

## July 2021 Member Briefing



Argentum  
**Advocates**



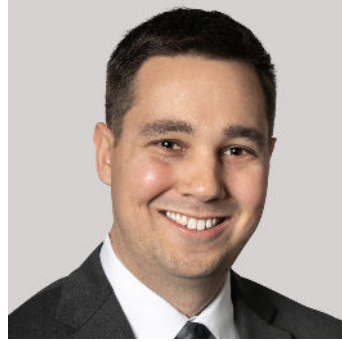
# Welcome Argentum Advocates!



**Maggie Elehwany**  
Senior Vice President  
Public Affairs



**Paul Williams**  
Vice President  
Government Relations



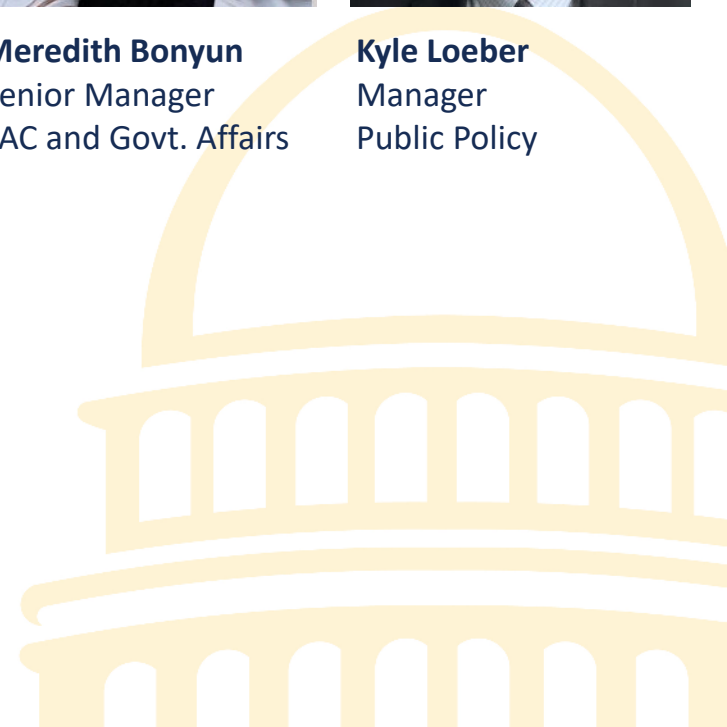
**Dan Samson**  
Director  
Government Relations



**Meredith Bonyun**  
Senior Manager  
PAC and Govt. Affairs

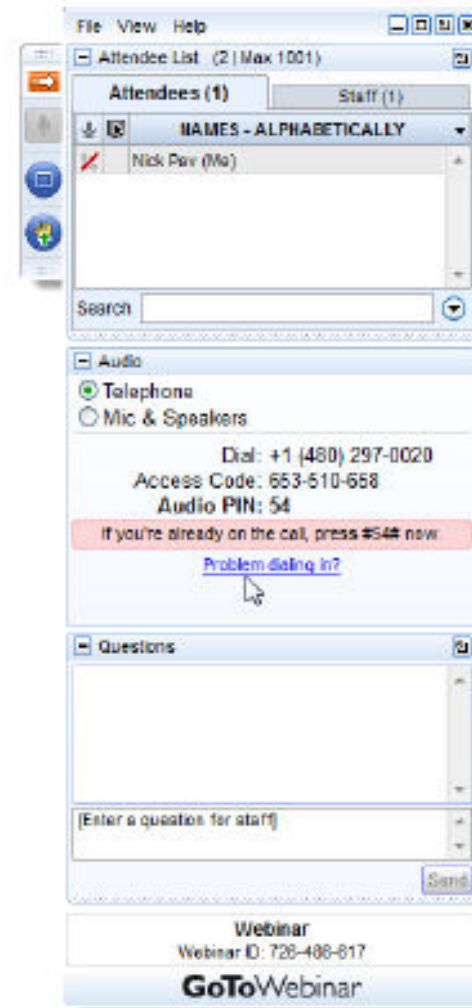


**Kyle Loeber**  
Manager  
Public Policy



# Have a Question?

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



# Agenda

- Provider Relief Fund
  - Combatting the repurposing of relief as an infrastructure pay-for
  - Disbursement of funds (Phase 3 & 4)
- Delta Variant Developments
- Advocacy Fund and PAC Activities

# Possible PRF Diversion

- Argentum has learned from Congressional sources within the Senate infrastructure negotiations that the Provider Relief Fund is in grave jeopardy of being used as an infrastructure pay-for
- Argentum Advocates' outreach over the weekend has been critical in voicing strong opposition to repurposing any COVID-19 relief
- There are rumblings of positive developments and Senate negotiators have informed us that they heard your grassroots outreach loud and clear
- We hope to continue providing timely updates to you and appreciate your hard work on saving the PRF

# Prioritize Seniors Over Sewers

“The possibility that remaining Provider Relief dollars could be used to fund the bipartisan infrastructure package is outrageous,” said James Balda, Argentum president & CEO. “Senior living caregivers have already been left behind in federal relief distributions—on several occasions. We’ve been waiting for the promised Phase 4 allocations for months, and some providers are still awaiting funds from earlier phases. This effort to rob seniors to [pay for sewer pipes](#) is incredibly irresponsible; senior care communities nationwide will be facing imminent financial ruin just as the Delta variant of COVID heightens the need for housing that can better protect older Americans.”



# Senate Negotiators

## Republicans

- Rob Portman (R-OH)
- Richard Burr (R-NC)
- Bill Cassidy (R-LA)
- Susan Collins (R-ME)
- Lindsey Graham (R-SC)
- Thom Tillis (R-NC)
- Mike Rounds (R-SD)
- Lisa Murkowski (R-AK)
- Mitt Romney (R-UT)
- Todd Young (R-IN)
- Jerry Moran (R-KS)
- Kevin Cramer (R-SD)

## Democrats

- Kyrsten Sinema (D-AZ)
- Chris Coons (D-DE)
- Dick Durbin (D-IL)
- Maggie Hassan (D-NH)
- John Hickenlooper (D-CO)
- Mark Kelly (D-AZ)
- Joe Manchin (D-WV)
- Jacky Rosen (D-NV)
- Jeanne Shaheen (D-NH)
- Jon Tester (D-MT)
- Mark Warner (D-VA)
- Angus King (I-ME)

# Argentum Direct Outreach List

*In addition to other negotiators and the full Senate, Argentum is initiating media campaigns in the below states.*

## **Democrats**

- Chuck Schumer (D-NY)
- Richard Durbin (D-IL)
- Kyrsten Sinema (D-AZ)
- Mark Kelly (D-AZ)
- Maggie Hassan (D-NH)

## **Republicans**

- Susan Collins (R-ME)
- Jerry Moran (R-KS)
- James Lankford (R-OK)



# Argentum's Call to Action

- Over 1,000 personalized letters sent to congressional offices
- 2,375 phone calls made to congressional offices
- Urgent Action Alerts sent to all key players on Capitol Hill
- Targeted outreach to and conversations with our champions to bolster support, including Senators Sinema (D-AZ), Portman (R-OH), Collins (R-ME), Durbin (D-IL), Tester (D-MT), Rosen (D-NV), Murkowski (R-AK), Young (R-IN), Kelly (D-AZ), and Moran (R-KS)
- Grassroots alerts to our newly formed Argentum Advocates group and to over 10,000 contacts
- A state association focused campaign
- Association coalition letter to Hill leadership signed by Argentum, AHCA/NCAL, LeadingAge, and ASHA
- Op-ed by James Balda in published *The Hill*, four articles referencing Argentum, press statement, and state campaigns

# 1.5 Million Reasons to Protect the PRF

July 26, 2021

## 1.5 million reasons not to 'rob' senior living to pay for roads, bridges and sewer pipes

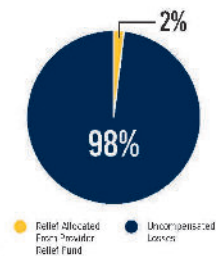
- *Published in McKnight's Senior Living*
- *Senior living and care leaders turned up the pressure on members of Congress on Friday, pointing out the dangers associated with a rumored plan to take \$24 billion away from the Provider Relief Fund — meant to help operators with COVID-19-related costs — and repurpose those dollars to help pay for a bipartisan \$953 billion infrastructure bill.*
- *U.S. assisted living providers serve more than 811,000 residents and directly support more than 767,000 workers, according to industry associations. That's more than 1.5 million reasons, then, for Congress not to "rob" the Provider Relief Fund to pay for "roads and bridges" and "sewer pipes," as [Argentum and other] associations put it. Nursing homes, home health providers and other long-term care organizations no doubt can add thousands of additional reasons.*

# 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

Note: A representative of senior living communities with 20+ residents across assisted living, memory care, and independent living facilities. The number of facilities and residents used 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>

# Argentum Led Meetings

In July, Argentum has led the below 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 Lori Trahan (D-MA)

Senator Kyrsten Sinema (D-AZ)

Senator Sherrod Brown (D-OH)

# Delta Variant Surging

## *Biden Weighs Vaccine Mandate for Federal Workers*

It would be a significant shift in approach by President Biden that reflects the government's growing concern about the spread of the highly contagious Delta variant.

HEALTH

**California orders vaccine or testing for health care workers, state employees**

# 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.



# The Importance of Argentum's Advocacy Fund

## **MEDIA AND PUBLIC RELATIONS**

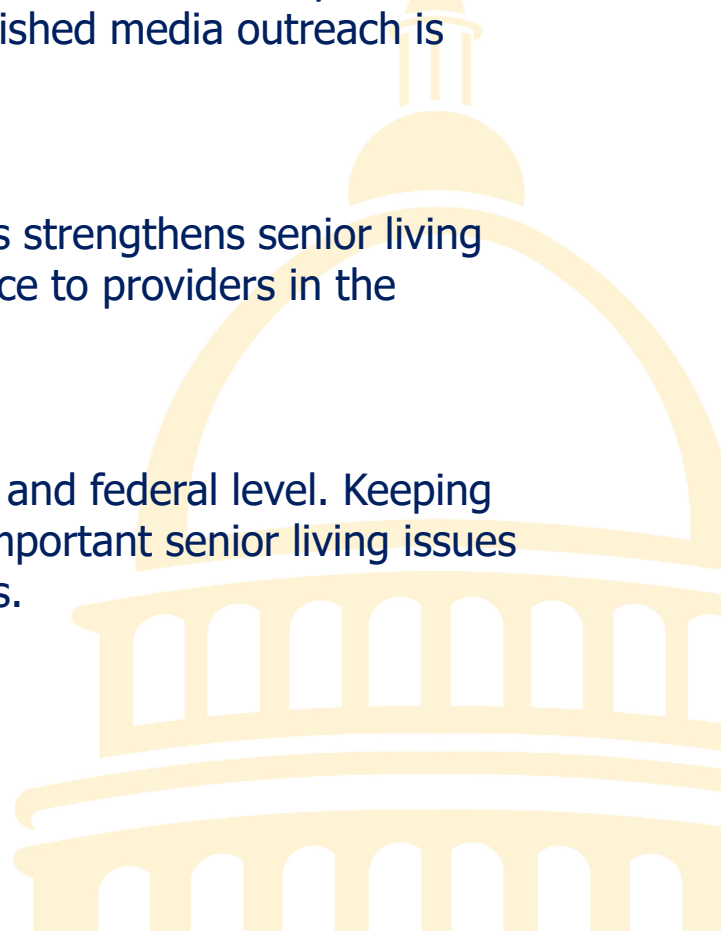
Senior living providers must be prepared to conduct outreach on an array of different developing issues. Ensuring that senior living has established media outreach is critical in the social media age.

## **LEGAL REVIEWS**

Thorough review of current and future legal implications strengthens senior living communities. Expert legal reviews can provide confidence to providers in the everyday decisions they make.

## **GOVERNMENT AFFAIRS**

Resources can aid on the ground efforts at both a state and federal level. Keeping local legislators and senior constituencies informed of important senior living issues creates lines of communication between relevant parties.



# 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?



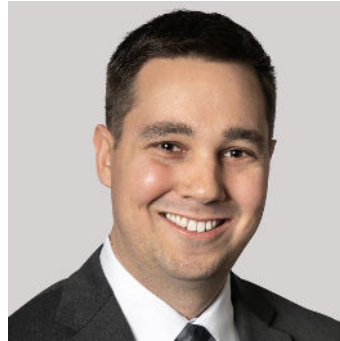
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