

Argentum Advocates

Member Briefing on Provider Relief Updates



Argentum
Advocates



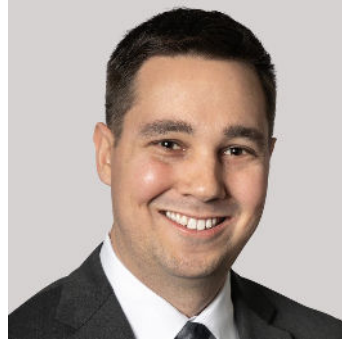
Welcome Argentum Advocates!



Maggie Elehwany
Senior Vice President
Public Affairs



Paul Williams
Vice President
Government Relations



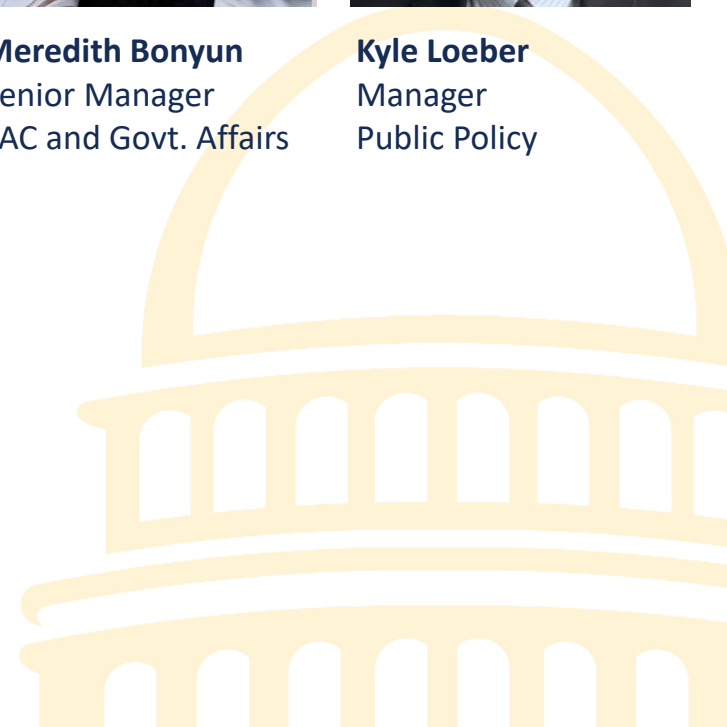
Dan Samson
Director
Government Relations



Meredith Bonyun
Senior Manager
PAC and Govt. Affairs



Kyle Loeber
Manager
Public Policy



Agenda

- New developments with the Provider Relief Fund in the current infrastructure debate
 - Our work to fight the repurposing of relief as an infrastructure pay-for
 - Disbursement of funds (Phase 3 & 4)
- Things on our radar
 - Proposed OSHA Regulation
 - Delta Variant Developments
 - The next infrastructure bill

What We Faced

- Argentum learned from Congressional sources within the Senate infrastructure negotiations that the Provider Relief Fund was in grave jeopardy of being used as an infrastructure pay-for
- When we first learned this, Argentum was told relief funds were already guaranteed as a pay-for and there was nothing we could do to stop it
- However, Argentum had your dedication and perseverance to prevent this!

What YOU Accomplished



- 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



THANK YOU!

*The PRF would not have been saved without
your grassroots efforts*

Timeline for Passage

- Throughout this week, the Senate will consider amendments for the bipartisan infrastructure bill
- There are over 150 amendments submitted as of this morning
- Not all will be considered, but it is important to stay vigilant so that the PRF remains untouched
- It is possible final passage in the Senate will not happen until this weekend
- The House left DC for August recess on Friday, July 30th
- They will need to vote on this infrastructure bill before it can be sent to the President to become law
- We will continue to provide updates throughout this entire process

Please Thank Our 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)

Special Recognition

Senator Sinema (D-AZ)
Senator Collins (R-ME)
Senator Shaheen (D-NH)
Senator Murkowski (R-AK)

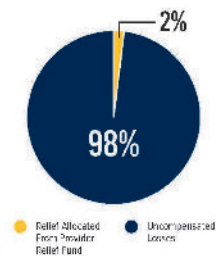


State Impact Infographics

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 261 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>

Proposed OSHA Regulation

- Comment Deadline is August 20th
- Interested in draft comments, please contact



**COVID-19 Emergency Temporary Standard
to Protect Healthcare Workers**

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

Argentum's Campaign to Release the Provider Relief Funds will Launch

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.*

Changing Our Message to “Release the Funds”

The below image was our previous message to Capitol Hill throughout the infrastructure negotiations, and we must now pivot.



Our **new message** will be centered around releasing the remaining provider relief funds. Seniors have been waiting so long for relief that Phase 3 & 4 must be immediately disbursed.

Coming soon, Argentum will be tweaking our Standing with Seniors campaign to reflect the urgent need to distribute the PRF.

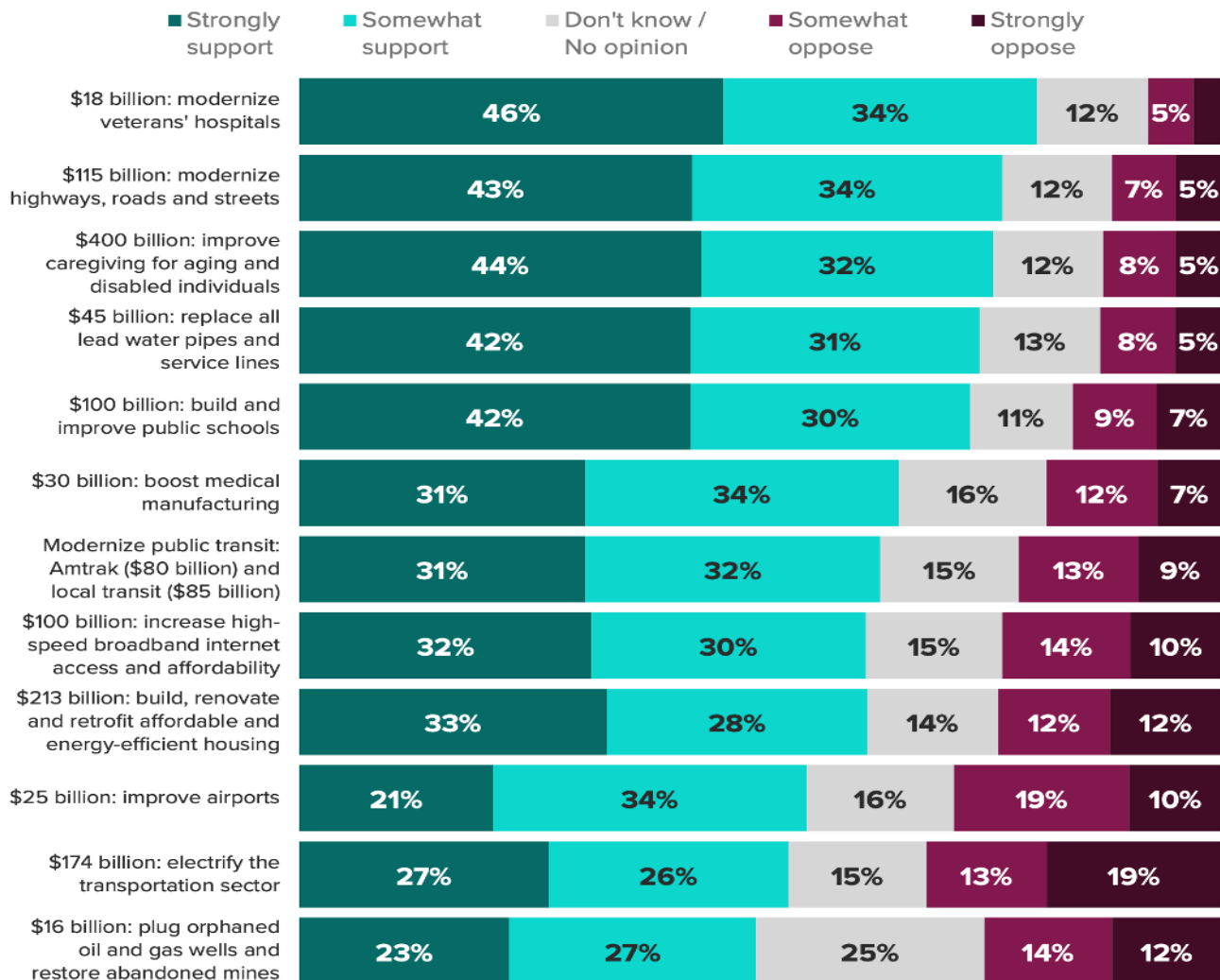
STANDING
WITH SENIORS

Infrastructure 2.0/Reconciliation

- September will be a critical period.
- Opportunities for long-term industry improvements:
 - Workforce
 - Tax Provisions
 - Relief Dollars

Modernizing Roadways, Veterans' Hospitals Among Most Popular Investments in Biden's Infrastructure Plan

But even the least popular infrastructure proposals – to improve airports, electrify transportation, restore fossil fuel wells and mines – have support from at least half of voters



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?



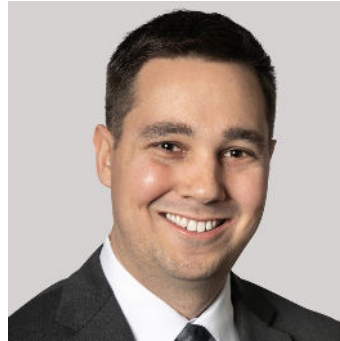
Maggie Elehwany
Senior Vice President
Public Affairs

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

