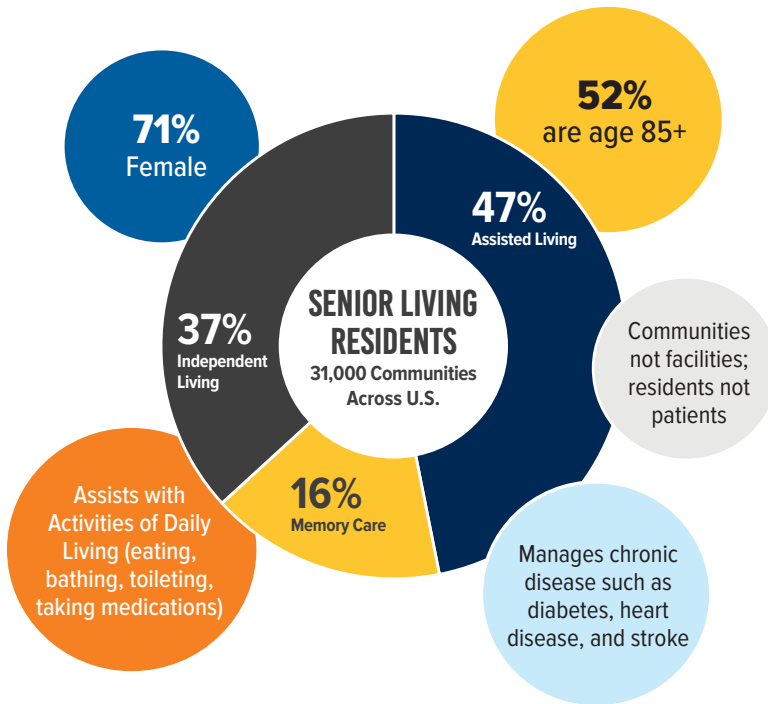


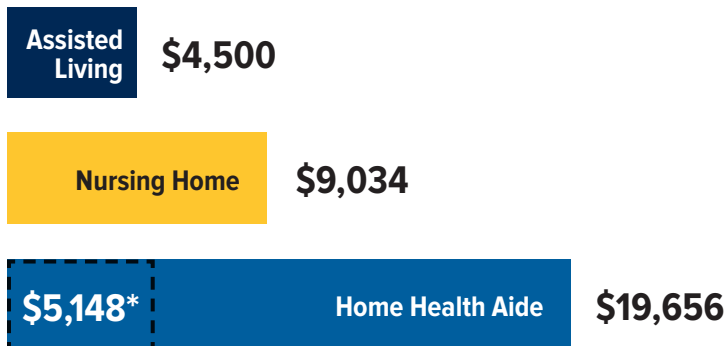
THE VALUE OF ASSISTED LIVING

WHAT IS ASSISTED LIVING?

Assisted living is a cost-effective long-term care (LTC) model, providing 24-hour care. Residents live in individual apartment homes and share caregivers.



ASSISTED LIVING IS THE MOST AFFORDABLE CHOICE OF SENIOR CARE



* A home health aide costs an average of \$5,148 for 44-hours per week of care; for comparable 24/7 care, a home health aide costs an average of \$19,656. Neither of these amounts include the cost of housing or meals.



DELAWARE

DELAWARE ASSISTED LIVING

| | |
|------------------------------|-----------------|
| Delaware Seniors Served | 3,999 |
| Residential Communities | 33 |
| Caregivers & Other Employees | 4,400 |
| Workers Needed by 2040 | 17,800 |
| Economic Impact | \$638.2 Million |

WHY ASSISTED LIVING MATTERS



1 HIGH SENIOR SATISFACTION

- Over 90% of residents report high satisfaction
- Over 85% of families report high value
- 70% report improved health outlook
- Nearly 75% report improved quality of life
- 95% seniors feel safe

Based on a survey of 400,000 residents & families

2 SAVES STATE AND FEDERAL TAX DOLLARS

| | |
|--|--------------------------|
| Assisted Living saves Medicaid | \$43.4 billion each year |
| Assisted Living saves Medicare | \$15.4 billion each year |
| Assisted Living reduces lost work productivity | \$43.9 billion each year |
| Delaware Medicaid savings | \$233 million each year |

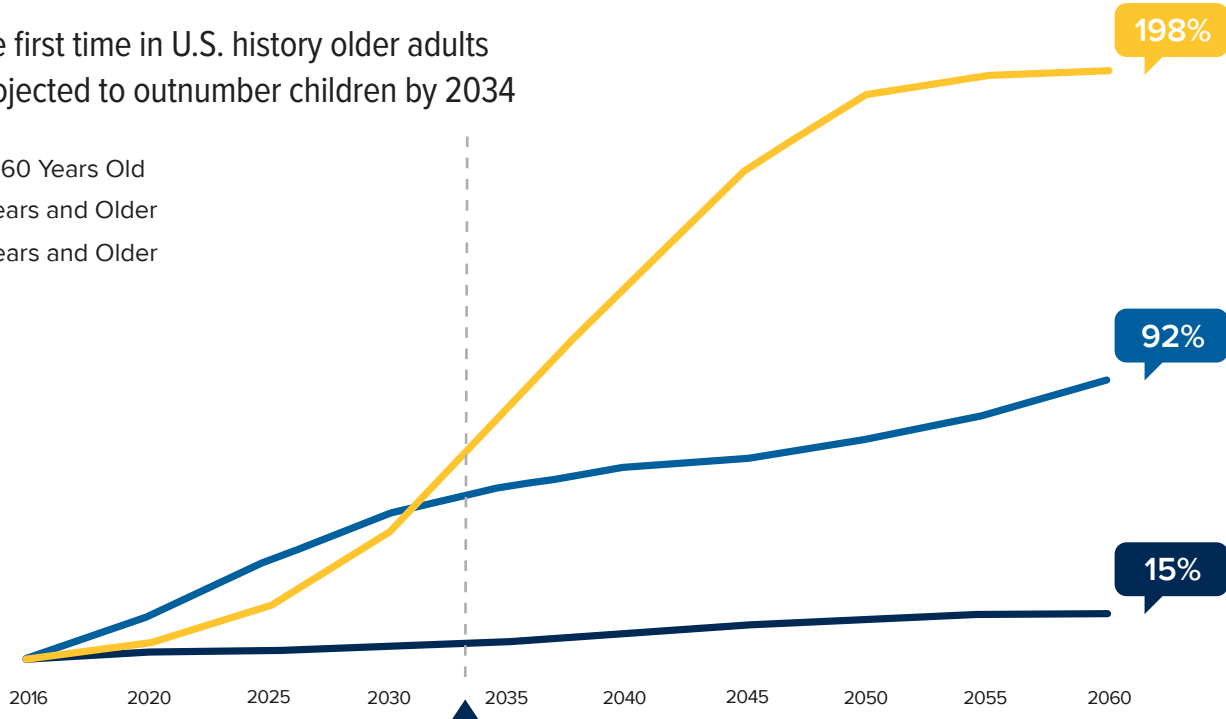
Report: The Value of Assisted Living for America

PREPARING FOR AMERICA'S RAPIDLY AGING POPULATION

PROJECTED POPULATION GROWTH BY AGE GROUP, 2016 TO 2060

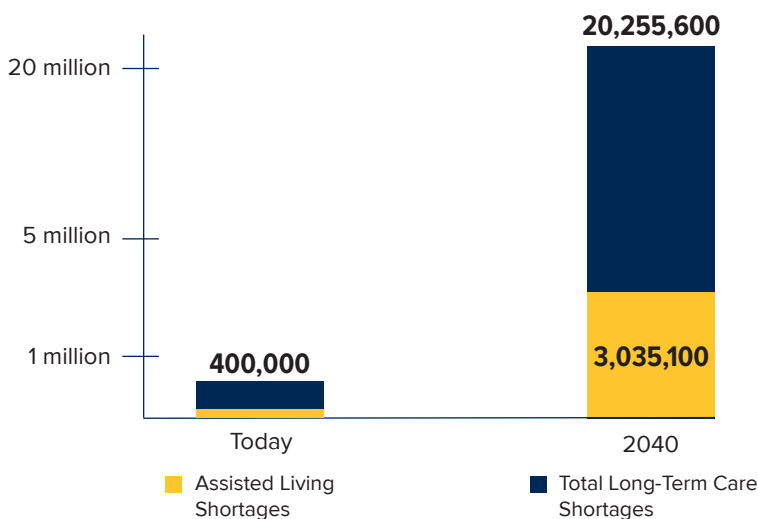
For the first time in U.S. history older adults are projected to outnumber children by 2034

- 18 to 60 Years Old
- 65 Years and Older
- 85 Years and Older



LONG-TERM CARE WORKFORCE CRISIS THROUGH 2040

Severe job shortages will grow exponentially



SOLUTION

ASSISTED LIVING IS AN IMPORTANT COST-EFFECTIVE SOLUTION FOR CARING FOR SENIORS. TO KEEP IT VIABLE CONGRESS MUST:

- ▶ Increase investments in workforce development including existing federal recruitment, training, and retainment programs, and engaging foreign-born workers.
- ▶ Increase access and affordability of assisted living so more Americans can plan and meet their caregiving needs.