

VULNERABLE SENIOR POPULATIONS IN THE PANDEMIC

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ARGENTUM
EXPANDING SENIOR LIVING

Today's Speakers

- **Ryan Altman**, Legislative Assistant, Rep. Tom Emmer (MN-6)
- **Chris Hyatt**, President, New Perspective Senior Living
- **Maggie Elehwany**, Senior Vice President of Policy, Argentum
- **Dan Samson**, Director of Government Relations, Argentum
- **Paul Williams**, Vice President of Government Relations

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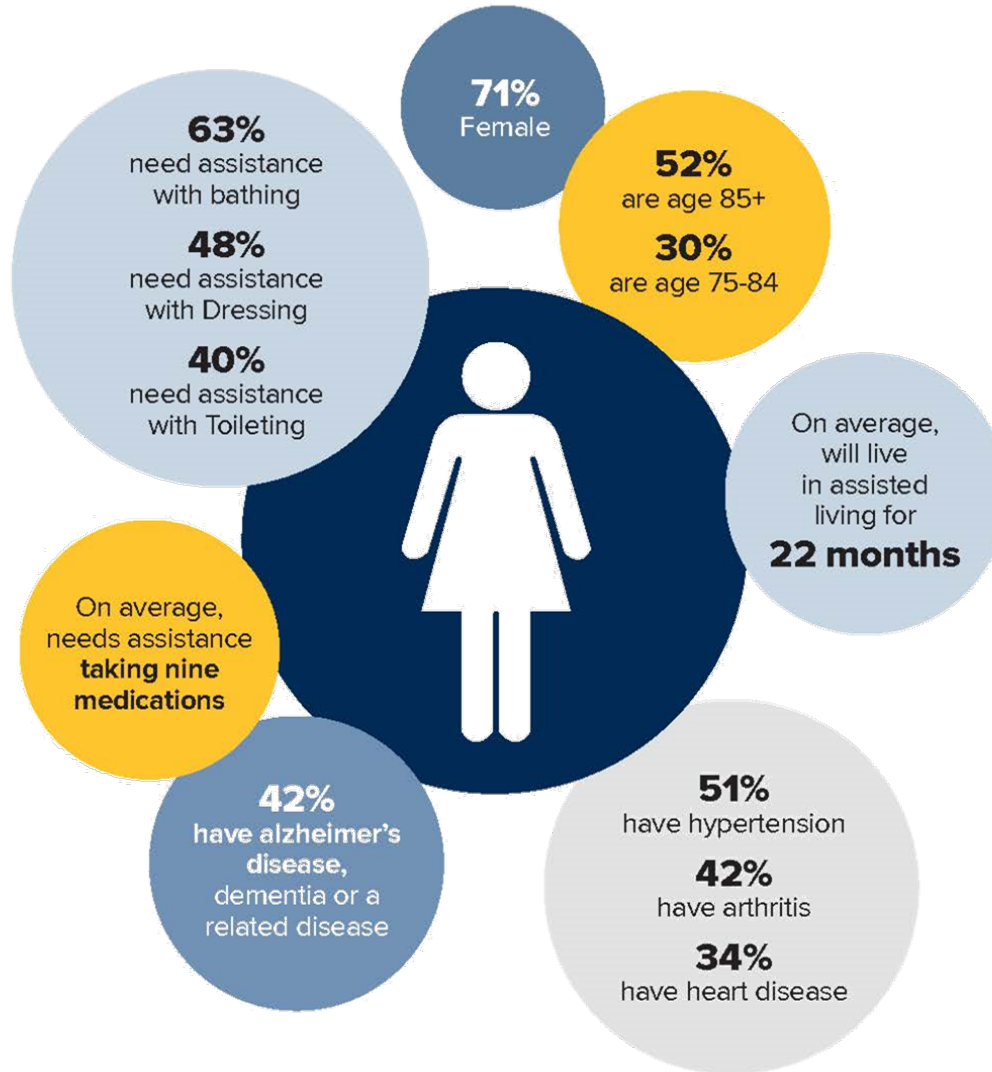
- National non-profit association;
- Representing 75% of the nation's professionally managed assisted-living and memory care/Alzheimer's care communities;
- These communities offer choice, dignity and security for America's seniors, and comfort for loved-ones
- Care for nearly two million seniors, and while not nursing homes (1.5 million), care for same vulnerable populations.

What type of care is provided?

- Senior living communities support a social model with personal care and health services.
- **Regulated in all 50 states with oversight by a state regulatory agency.**
- Assisted Living offers direct and personalized care in a residential setting. (Residents require a higher level of care and support; determined through a health assessment according to state regulations.) 24/7 care.
- Memory care facilities offer innovative cognitive therapies, staff training, and monitoring tailored to meet the specific needs of people with Alzheimer's and other forms of dementia.



The seniors who are cared for...



Our residents are the most vulnerable to COVID -19

- Nearly 80% of all COVID-19 deaths in the U.S. have occurred in people over the age of 65.
- “The greatest risk for severe illness from COVID-19 is among those aged 85 or older. “ CDC, 9-20-20.
 - Assisted living residents, on average, are over 85, have multiple chronic conditions, and need support with activities of daily living.
 - Assisted living employs nearly 1 million front-line workers who are required to have direct contact with residents.



Detrimental Losses due to Challenges of COVID-19

Personal Protective Equipment and Additional Staff Costs

- Expected to total \$11-15 billion.
- PPE and other infection prevention and control resources for residents and staff (gowns, gloves, face masks, face shields, goggles, respirators, cleaning supplies – all of these items are being depleted and are needed to properly protect residents and staff).
- Additional staff needed for testing, monitoring, implementing enhanced infection control and cleaning protocols, well as “hero” pay.

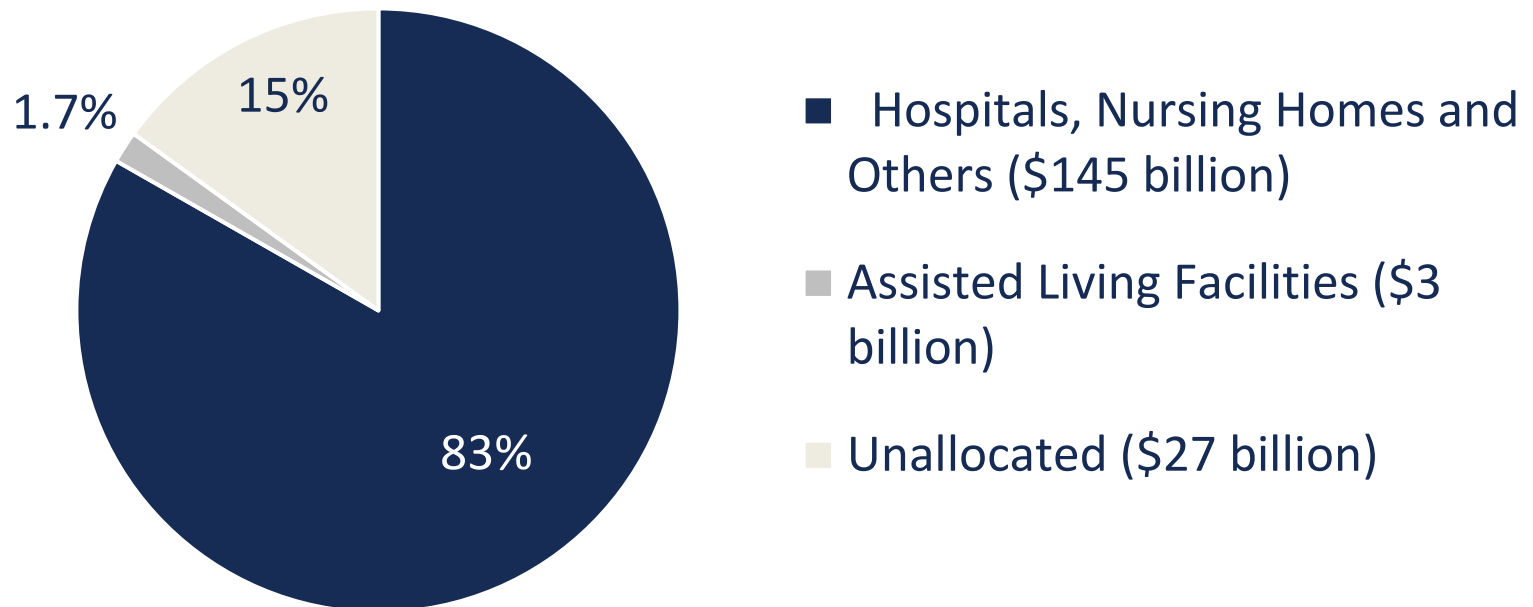
Lost Revenue

- Growing losses expected to total \$15 billion.
- Losses are due to drastic reductions in resident move-ins and admissions. Some report 75% declines in admission compared to the same period in 2019; occupancy fell to a record low in the second quarter of 2020.
- These losses are long-term, compounding, and unsustainable.



To date, assisted living providers received little federal relief

TOTAL PROVIDER RELIEF FUNDING: \$175 Billion



Relief funding is limited and overdue

Senior living providers need **FEDERAL RELIEF**

Data is based on a survey of Argentum member provider companies representing over 1,000 communities conducted October 27-29, 2020



Nearly 90% have applied for Provider Relief Funds



More than 80% were approved for relief funding



Less than 1/2 have received relief payments

Devastating Losses Are Not Sustainable

- Nearly 40% of Caregivers Anticipate Closures.
- Potentially displacing caregivers and residents.

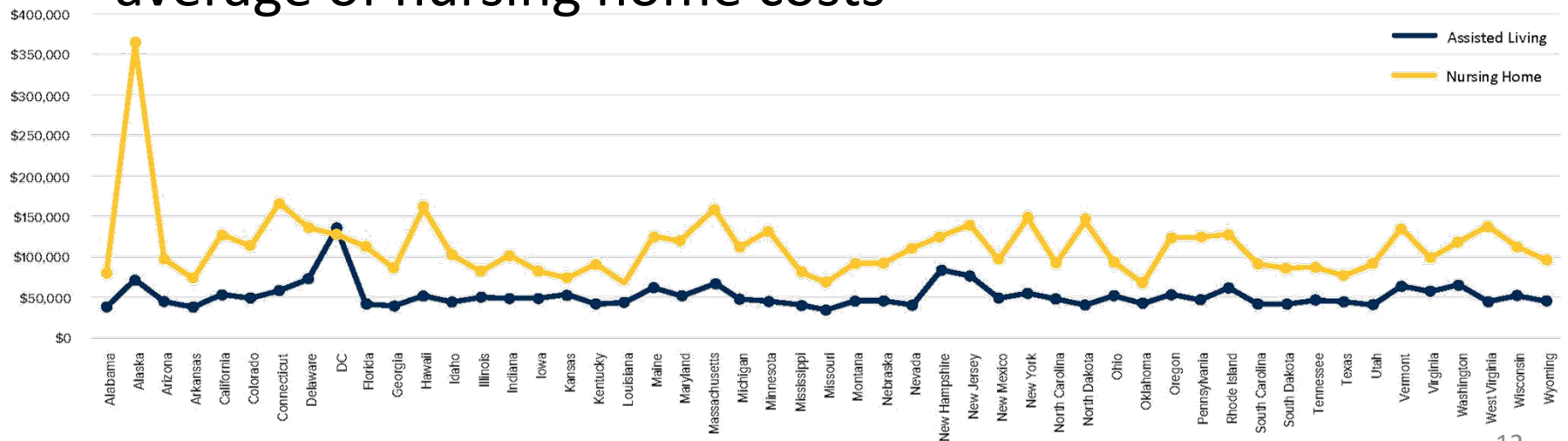


COVID-19 Care Challenges

- Meeting Resident Care and Safety Needs in the COVID-19 Pandemic
- Meeting Staff Challenges and Safety Needs in the COVID-19 Pandemic
- More and specialized care is being delivered to residents on top of their existing needs
- Additional Supply and Financial Challenges of Senior Living Providers
- Caring for more seniors than NHs and hospitals combined yet have only received a fraction of Provider Relief Funds – Approaching point of non-sustainability

Safeguard Safety Net Programs

- Senior living is largely private-pay and many nursing homes receive government funding or support.
- 30,000+ communities in the United States with more than 1.3 million residents calling assisted living or memory care/Alzheimer's care home
- Annual costs are less than half the cost the national average of nursing home costs



Senior Living Communities Safeguard Safety Net Programs

- 85% of Residents in Senior Living Pay for Their own Care (10% Medicaid, 3%-5% LTC Insurance and Other Private Sources)
- Average Length of Stay in Assisted Living: 24-27 months
- Average Age of Resident in Assisted Living: 87
- Senior Living Communities provide less restrictive, more affordable settings than nursing homes and save American taxpayers \$billions of dollars in Medicaid long term care costs

Immediate resources are needed

Senior living providers need TESTING SUPPORT

Data is based on a survey of Argentum member provider companies representing over 1,000 communities conducted October 27-29, 2020

A circular infographic with a white center containing the text '50%'. The circle is partially filled with a yellow-to-orange gradient, representing 50% of the total.

50%

Nearly 1/2 said their state(s) require testing, but don't offer financial resources

A circular infographic with a white center containing the text '25%'. The circle is partially filled with a yellow-to-orange gradient, representing 25% of the total.

25%

Less than 1/4 said they are receiving enough tests to test staff in accordance with guidelines

A circular infographic with a white center containing the text '50%'. The circle is partially filled with a yellow-to-orange gradient, representing 50% of the total.

50%

More than 1/2 said they are paying to test staff

3 things that can be done

1. Contact Secretary Azar to commit more relief dollars in current PRF (approximately \$25 billion remains in that fund).
2. Include immediate relief needed for PPE, testing and staff in appropriations funding.
3. Pass a new COVID relief package and include new monies for PRF specifically targeting Assisted Living.

“We haven't received the [relief] funds yet, but when they arrive, (fingers crossed), it will be an absolute game-changer for us. We could not continue through this winter without it. Our concern now is that we're entering a period of two years of pandemic suppression. We're going to need more support.”

- Assisted Living Community Executive Director



Thank You!

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