

ARGENTUM – WHO WE ARE



Argentum is the leading national association exclusively dedicated to supporting companies operating professionally managed, resident-centered senior living communities and the older adults and families they serve. Since 1990, Argentum's mission has promoted choice, dignity, independence, and quality of life for seniors. To support this mission, Argentum influences public policy, promotes business excellence, and ensures an informed public.

Argentum member companies operate senior living communities offering assisted living, independent living, continuing care, and memory care services. Along with its state partners, Argentum's membership represents approximately 75 percent of the senior living industry—an industry with a national economic impact of nearly a quarter of a trillion dollars and responsible for providing more than 1.6 million jobs.

These numbers will continue to grow as the U.S. population ages. Americans are living longer. About 70% of Americans will need long-term care after they turn 65. When the last of the baby boomers reach age 65 in 2029, they will represent more than 20% of the total U.S. population. Senior living services and products will see unprecedented demand in the coming decades.

WHAT IS ASSISTED LIVING:

Assisted living is the final home of two million middle Americans. There, residents receive affordable community-based care 24-hours-a-day. This community focuses on the final years of life and promotes vitality and socialization for seniors to thrive. Assisted living was created to keep seniors in a home setting and out of the institutional care of nursing homes.

- The average age in assisted living communities is 85, and the average stay is 2.5 years.
- The personalized care in these communities includes bathing, showering using the restroom, and eating. Care also includes facilitating and coordinating therapy, medical visitations, hospice, and end-of-life care.
- Of the residents in assisted living, some 70% are widowed women. Most have high-comorbidities and moderate incomes. The median cost for smaller facilities is less than half the cost of nursing homes.
- There are 31,100 residential care communities across the nation. Half of all residential care communities (50%) are extremely small (4–10 beds). The rest are medium-sized (11–25 beds; 16%), large (26–100 beds; 28%), and extra-large communities (over 100 beds; 7%).

WHAT WE ARE FIGHTING FOR:

As the senior living industry has remained steadfast on the frontlines of the COVID-19 pandemic protecting our nation's most vulnerable and their caregivers, Argentum has been leading public policy efforts on Capitol Hill, the Administration, and alongside our state partners throughout the country to ensure providers have the resources and support to keep residents, staff, and visitors safe.

SECURING OUR FUTURE

For the first time, assisted living-only legislation has been introduced in the House of Representatives and there is a second bill pending introduction in the Senate. These historic bills target important resources for assisted living caregivers in the wake of COVID-19 and as they remain on the front lines protecting vulnerable seniors.

Argentum remains steadfast in preserving the state-based regulatory model that marks assisted living's growth and popularity in our country. We have supported the state regulatory model to maintain strong state oversight balancing resident safety and choice and continue to prevent onerous federal oversight and regulation.



February 17, 2022

The Honorable Charles Schumer
Majority Leader
United States Senate
Washington, DC 20510

The Honorable Mitch McConnell
Republican Leader
United States Senate
Washington, DC 20510

The Honorable Nancy Pelosi
Speaker
U.S. House of Representatives
Washington, DC 20515

The Honorable Kevin McCarthy
Republican Leader
U.S. House of Representatives
Washington, DC 20515

Dear Leader Schumer and Leader McConnell, Speaker Pelosi and Leader McCarthy:

America's seniors and their caregivers are counting on your leadership. Time and again, assisted living providers have been left behind in federal COVID-19 relief efforts, despite caring for the most at-risk population to this deadly virus and its variants. Now, with remaining federal support nearly exhausted, and the majority of assisted living caregivers operating at a loss, we call on Congress to target \$10 billion in new relief or existing relief for these caregivers. Additionally, we ask Congress to pass common-sense solutions to address the unprecedented workforce crisis facing long-term care providers.

Argentum, the leading national non-profit association representing more than 70 percent of the nation's assisted living, memory/Alzheimer's care, and independent living facilities, and our 33 State Partner affiliated associations, write with this urgent need. Our members provide the homes and care for nearly two million older Americans—roughly one in four older Americans who need assistance with daily living. Despite caring for the population most vulnerable to COVID-19 and six COVID relief bills totaling \$6 trillion, assisted living providers remain the only frontline caregivers with disproportionate access to relief. More than \$30 billion in losses have been incurred, yet despite broad bipartisan support in Congress for targeting relief to these frontline caregivers, less than 5% of these losses have been reimbursed—meanwhile other providers have had nearly all of their expenses and losses offset. As a result of receiving very little help, many assisted living caregivers have had to make the agonizing decision to close their doors and force seniors from their homes and caregivers.

Along with this financial crisis, the industry is also facing a daunting workforce crisis. During the first 20 months of the pandemic, the senior living industry lost more than 100,000 workers, resulting in 96% of communities facing staff shortages and 61% concerned that the staffing shortages might force them to close. The challenge is not only in finding enough caregivers to meet current needs, but long term to meet the anticipated demand for care in the coming years. Every day, there are 10,000 people turning age 65 in this country, and estimates are that up to 70% will need some form of care in their lifetimes. We are deeply concerned that if we don't act now, there simply will not be enough caregivers to meet the needs of the tens of millions of seniors who will need help in the coming decades.

Thankfully, bipartisan legislation has been introduced in the House by Representatives Lori Trahan (MA-3) and Brian Fitzpatrick (PA-1) that would address some of these challenges. **H.R. 6530, the SENIOR Act**, would provide \$10 billion in funding to assisted living caregivers that

demonstrate significant and uncompensated COVID-19 related losses due to direct senior care, similar to the Provider Relief Fund (PRF). And the legislation increases the investment in existing HHS workforce development programs through \$1.25 billion in new four-year grants to help develop a geriatric care workforce. We strongly support this bill and urge Congress to promptly advance it for President Biden's consideration.

We also strongly support bipartisan legislation in both the House and Senate, **H.R. 6161 and S. 3625, the Employee Retention Tax Credit Reinstatement Act**. The ERTC had been a lifeline for senior living providers to be able to retain critical frontline caregivers, despite their financial challenges during the pandemic, by providing up to \$26,000 in refundable credits per employee—helping address both the financial and workforce crises. This crucial program was due to run through this past December, but incredibly, it was retroactively terminated back to the end of the third quarter of 2021, leaving many providers to face a tax increase for a credit that will need to be forfeited. These bipartisan bills would reinstate the ERTC through the end of 2021 to alleviate the retroactive tax increase.

While the Omicron variant may be trending downward in much of the country, the pandemic is far from over for our nation's seniors who remain alarmingly at risk of this virus. Despite very high vaccination rates (more than 90% of residents vaccinated), more than two-thirds of breakthrough hospitalizations are occurring in those who are age 65 and older, and 87% of all breakthrough deaths occurred among individuals over age 65. We must continue doing everything possible to protect this population.

We urge Congress to include \$10 billion in targeted federal financial relief for senior living providers, as proposed in the SENIOR Act, and to pass common-sense investments in solving the long-term workforce shortage crisis, such as the provisions in the SENIOR Act and the Employee Retention Tax Credit Reinstatement Act. We thank you for your leadership and urge your attention toward addressing these two crises.

Sincerely,



James Balda
President & CEO
Argentum

Co-signed:

Argentum New York
Arizona Assisted Living Federation of America
Arkansas Residential Assisted Living Association
Assisted Living Assn of Alabama
California Assisted Living Assn
Connecticut Assisted Living Assn
Florida Senior Living Association
GSLA-Georgia Senior Living Association
Health Care Assn of New Jersey
Indiana Assisted Living Association
Iowa Assisted Living Association
Kentucky Senior Living Association
LeadingAge Colorado
LeadingAge Illinois
LeadingAge Minnesota
Lifespan Network
Louisiana Assisted Living Association
Massachusetts Assisted Living Assn
Michigan Assisted Living Assn
Missouri Assisted Living Assn
Montana Health Care Assn
New Hampshire Assn of Residential Care Homes
North Carolina Assisted Living Assn
Ohio Assisted Living Association
Oklahoma Assisted Living Association
Oregon Health Care Association
Pennsylvania Assisted Living Association
Rhode Island Assisted Living Assn
Texas Assisted Living Association
Utah Assisted Living Association
Virginia Assisted Living Association
Washington Health Care Association
Wisconsin Assisted Living Assn



PRESS RELEASE

Argentum Names 2022 Champion of Seniors Award Honorees for Work to Aid Assisted Living Caregivers

Ten awardees from Congress and state-based advocacy associations to receive recognition at the 2022 Argentum Public Policy Institute conference March 7-9 in Washington, DC

(Alexandria, Va.) – Senior living advocate Argentum announced **10 Champion of Seniors award winners** to be honored at the association's annual Public Policy Institute and Fly-In March 7-9 in the nation's capital. The awardees all have promoted the cause of senior living through their daily work in the case of state-based senior living advocates or by supporting federal policies and legislation in the past year to aid assisted living caregivers.

James Balda, President and Chief Executive Officer, Argentum, said senior living caregivers are working tirelessly to meet the challenge of protecting residents and staff during the COVID-19 pandemic and workforce shortage crisis, but require support from leaders like the honorees.

"Our mission at Argentum is to promote choice, dignity, independence, and quality of life for seniors. Over the past year the ability to meet the challenge in achieving this high standard was made possible with the active work of these 10 Champions," he said.

"As senior living providers continue to offer 24/7 care for some 2 million residents across the country who call these communities home, **it is imperative we listen to and support the work of these award winners**. The fight for equitable COVID relief and workforce programming targeted to assisted living and other senior living care settings is one we cannot win without individuals who promote our message and deliver results."

Award winners from Congress are: Senator Kyrsten **Sinema** (D-Ariz.), Senator Susan **Collins** (R-Maine), , Senator Lisa **Murkowski** (R-Alaska), Rep. Lori **Trahan** (D-Mass.), Rep. Brian **Fitzpatrick** (R-Pa.), and Rep. Abigail **Spanberger** (D-Va.)

State-based advocate awardees are: Karen **Barno**, President and Chief Executive Officer, Arizona Assisted Living Federation of America, Brian **Doherty**, President and Chief Executive Officer, Massachusetts Assisted Living Association, Sally **Michael**, President, California Assisted Living Association, and Margie **Zelenak**, Executive Director, Pennsylvania Assisted Living Association.

The foundation for Argentum advocacy efforts is to build support for the SENIOR Act, which was introduced in the House of Representatives in late January by Reps. Trahan and Fitzpatrick. Companion legislation will follow soon in the Senate. The proposal addresses two issues through

new federal appropriations by creating a caregiver sustainability fund and expanding the senior caregiving workforce. **The sustainability fund appropriates \$10 billion in new federal funding to assisted living caregivers** that demonstrate significant and uncompensated COVID-related losses due to direct senior care.

Read a summary of the bill at <https://tinyurl.com/yr3c446n>.

About Argentum

[Argentum](#) is the leading national association exclusively dedicated to supporting companies operating professionally managed, resident-centered senior living communities and the older adults and families they serve. Since 1990, Argentum has advocated for choice, independence, dignity, and quality of life for all older adults.

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Argentum's programs and initiatives are driven by its membership. For more information about joining Argentum, please visit argentum.org/membership. Learn more at argentum.org.

Contact:

Patrick Connoles

Manager, Media and Public Affairs

ARGENTUM | *Expanding Senior Living*

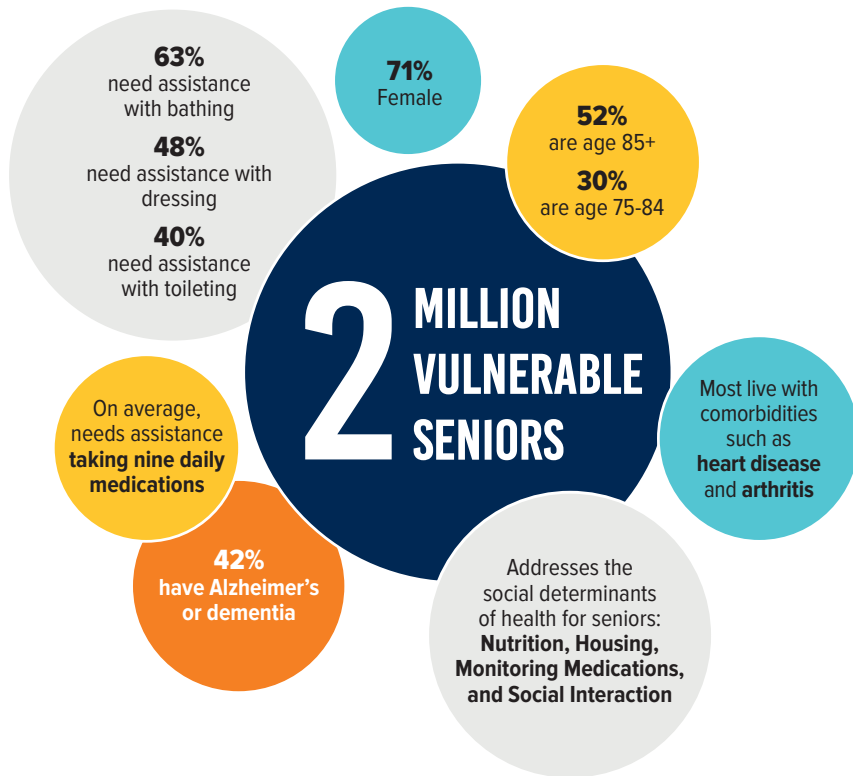
1650 King Street, 6th Floor

Alexandria, VA 22314

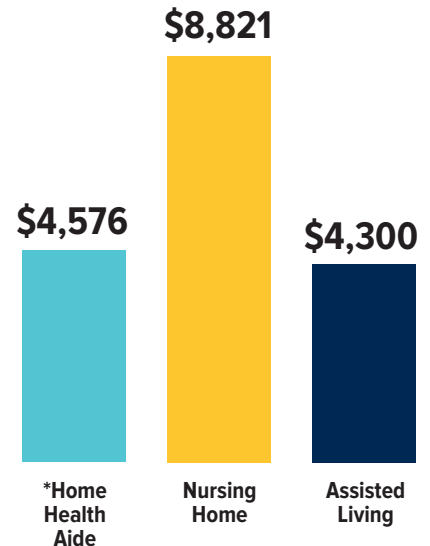
703-599-7412 | pconnoles@argentum.org

ASSISTED LIVING & MEMORY CARE FOR AMERICA'S SENIORS REMAIN IN JEOPARDY

AS LOSSES MOUNT AND THE POPULATION AGES, AFFORDABLE SENIOR CARE IS AT RISK



WHO LIVES HERE?

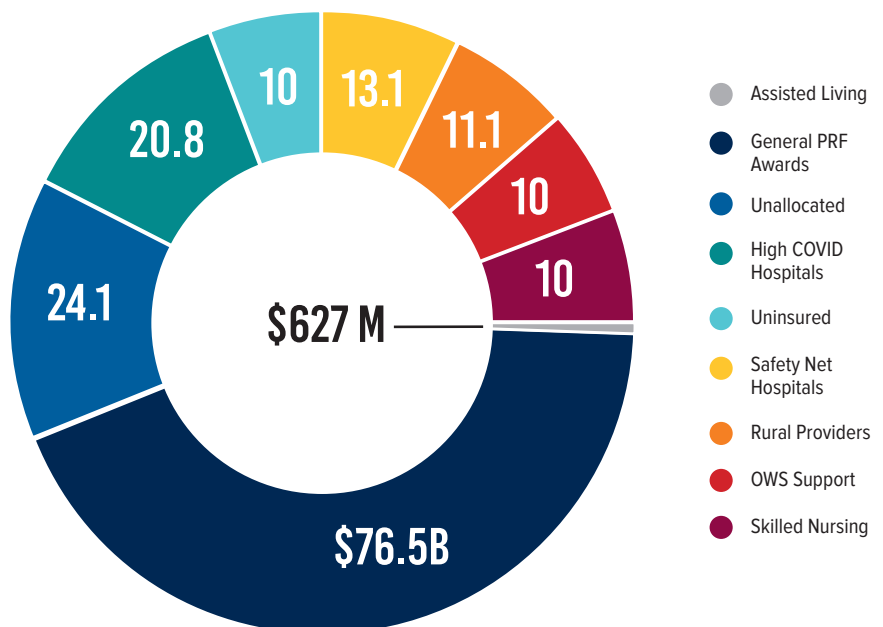


ASSISTED LIVING IS THE MOST AFFORDABLE CHOICE OF SENIOR CARE

**based on only 44 hours of care per week*

ASSISTED LIVING CAREGIVERS RECEIVED LESS RELIEF THAN ANY OTHER FRONTLINE WORKER

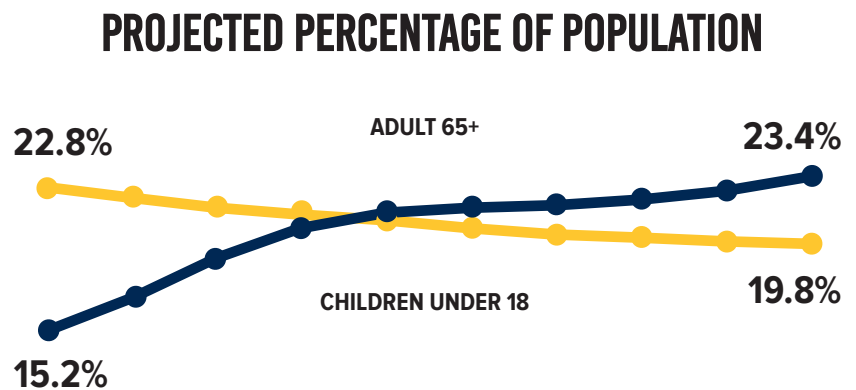
\$30 billion in losses and expenses related to masks, gowns, gloves, hero pay, staffing, CDC compliance, and occupancy rate declines



CONGRESS MUST ENSURE ACCESS TO AFFORDABLE ASSISTED LIVING AND MEMORY CARE FOR AMERICA'S SENIORS

FOR THE FIRST TIME IN U.S. HISTORY OLDER ADULTS

ARE PROJECTED TO OUTNUMBER CHILDREN BY 2034



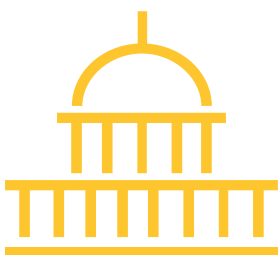
10,000
AMERICANS
TURN
AGE 65
EVERYDAY

70%
OF SENIORS
WILL NEED
LONG-TERM
CARE

380,000
CAREGIVERS
LOST SINCE
MARCH 2020

96%
OF ASSISTED
LIVING
COMMUNITIES
FACE STAFFING
SHORTAGES

SOLUTION



SUPPORT H.R. 6530 [THE SENIOR ACT]

SUPPORT H.R. 6161 AND S. 3625
[THE EMPLOYEE RETENTION TAX CREDIT REINSTATEMENT
(ERTC) ACT]

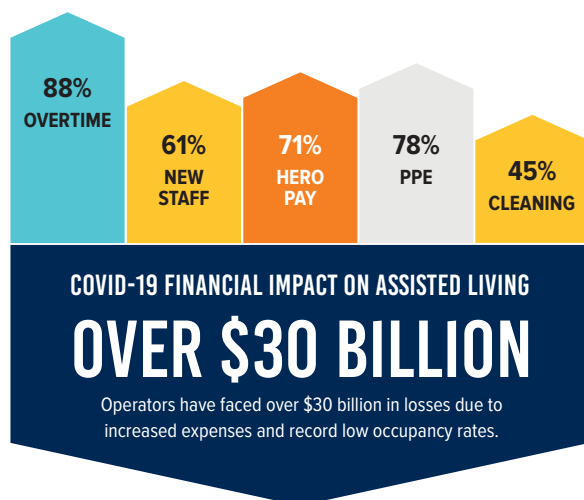
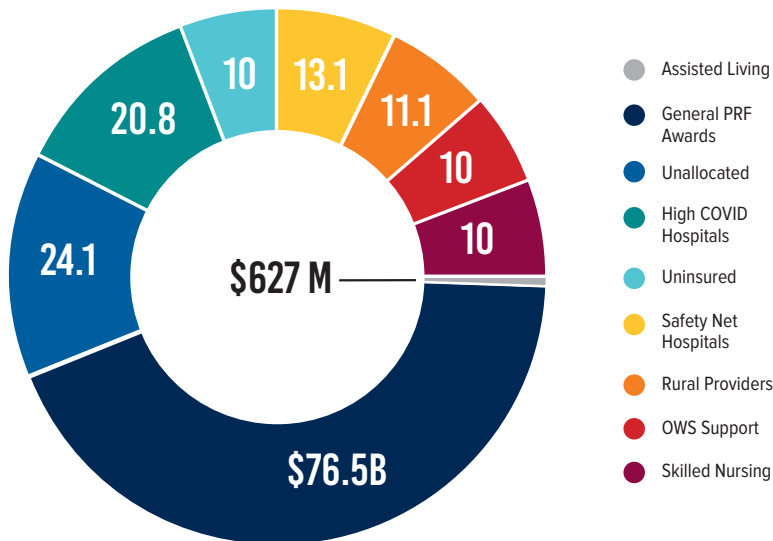
SUPPORT THE SENIOR CARE EQUITY ACT

LEFT BEHIND: THE SENIOR CAREGIVING CRISIS AND HOW TO SOLVE IT



THE PROBLEM: Assisted living caregivers and the two million seniors they serve have been excluded from nearly all federal COVID relief. Now, as a result, more than half could shut their doors for good. The Provider Relief Fund (PRF) was supposed to be the primary source of relief, but despite incurring over \$30 billion in losses and expenses, assisted living caregivers received just \$627 million from the PRF.

LESS RELIEF FOR ASSISTED LIVING THAN ANY OTHER FRONTLINE WORKERS:



OVER HALF of Assisted Living Providers are operating at a loss and sustained losses could lead to closures

WHAT IS ASSISTED LIVING?

Assisted living is community-based care for seniors who need 24-hour care in their final years of life. The average resident age is 85, and the average stay is 2.5 years. Developed to provide a choice other than skilled nursing facilities for seniors, assisted living helps older adults thrive by providing medical care, security, dignity, and socialization. Residents live in apartments and share caregivers in assisted living communities. There are 30,000 assisted living communities across the country and two-thirds of these are 25 beds or fewer.

WHY HAS ASSISTED LIVING BEEN INADVERTENTLY LEFT OUT OF FEDERAL RELIEF?

Assisted living caregivers are often confused with skilled nursing facilities because they provide similar care; many policymakers assumed that assisted living communities were receiving relief. However, assisted living received none of the targeted relief for skilled nursing facilities.

SIMULTANEOUSLY, THE CAREGIVER SHORTAGE CRISIS CONTINUES

**10,000
AMERICANS
TURN
AGE 65
EVERYDAY**

**70%
OF SENIORS
WILL NEED
LONG-TERM
CARE**

**380,000
CAREGIVERS
LOST SINCE
MARCH 2020**

**96%
OF ASSISTED
LIVING
COMMUNITIES
FACE STAFFING
SHORTAGES**

THE SOLUTION:

1. PROVIDE EQUITABLE RELIEF FOR ASSISTED LIVING CAREGIVERS

- **Support the SENIOR Act:** The SENIOR Act [H.R. 6530] ensures that assisted living caregivers who demonstrate significant and uncompensated COVID-related losses due to direct senior care can keep their doors open by creating a Caregiver Sustainability Fund.
- **Support the Senior Care Equity Act:** This Act 1) establishes accountability and transparency by requiring HHS to report relief distributions to Congress; 2) directs the HHS Secretary to target existing, unallocated COVID-19 relief for assisted living senior caregivers and; 3) prioritizes long-term care senior caregivers in any additional relief funds appropriated by Congress. This legislation is the only no-cost solution to ensure that those caring for vulnerable seniors are able to continue that important work.

2. IMPROVE LONG-TERM CARE WORKFORCE SHORTAGES

- **Support the ERTC Reinstatement Act:** The Employee Retention Tax Credit (ERTC) Reinstatement Act [H.R. 6161 & S. 3625] would to correct the premature end of the ERTC program, which closed early on September 30. Many employers, including senior caregivers, had already utilized this valuable program prior to its retroactive close and now must forfeit any credit from October, November, and December 2021.
- **Support the SENIOR Act:** The SENIOR Act [H.R. 6530] dramatically improves the caregiver workforce shortage crisis by including assisted living caregivers in existing successful HHS workforce training programs and apprenticeships. Additionally, by utilizing the federal definition of long-term care contained in the Older Americans Act, Congress can start building the workforce needed to care for our rapidly aging and vulnerable population.

SUPPORT THE SENIOR CARE EQUITY ACT: A NO-COST SOLUTION TO PROTECT SENIORS IN LONG-TERM CARE FACILITIES



THE PROBLEM:

Seniors remain the most vulnerable to COVID-19, but inadequate federal relief for assisted living care facilities jeopardizes the care of this at-risk population.

Seniors are, and have always been, the population most likely to die from COVID-19 and its variants. According to the CDC, despite high vaccination rates, 85% of reported breakthrough deaths (deaths of vaccinated individuals) were of those 65 and older. Despite this continuing threat to seniors, assisted living caregivers have received disproportionately little federal COVID relief and continue to suffer massive losses as they fight to protect the population most vulnerable to COVID and its variants. In particular, assisted living and memory LTC facilities have received less than 1% of the Provider Relief Fund (PRF), a small fraction of relief compared to nearly all other recipients. Now, half of assisted living and memory care facilities are operating at a financial loss, jeopardizing direct care for millions of vulnerable seniors across the nation.

THE SOLUTION:

At no additional cost, support the Senior Care Equity Act to protect seniors' choice of care and their homes. Specifically, this legislation:

- Directs the Department of Health & Human Services to correct inequity by targeting a specific amount of remaining, unobligated COVID-19 relief funds for assisted living senior caregivers
- Prioritizes senior caregivers in any additional Provider Relief Funds
- Creates 20% set aside for rural long-term caregivers by utilizing the definition of rural within the American Rescue Plan

WHAT IS LONG-TERM CARE? WHAT IS ASSISTED LIVING?

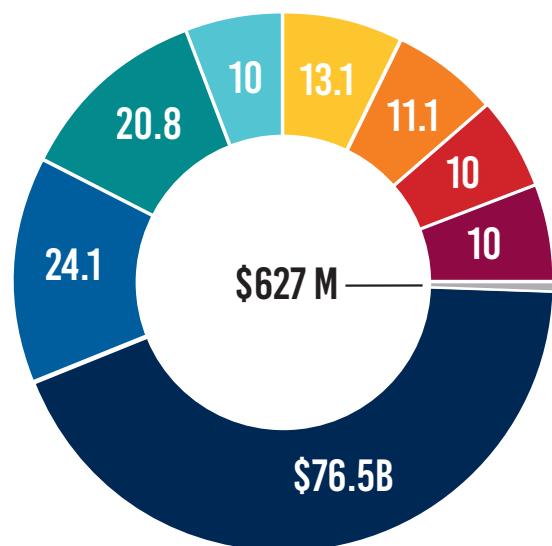
What is long-term care? What is assisted living?

Assisted living, memory care, nursing homes, and skilled nursing facilities are the primary senior congregate care settings for millions of seniors in need of specialized medical care, dementia care, and/or personal needs care. LTC facilities provide safety and security for America's most vulnerable population who can no longer live independently. Assisted living (AL) is a type of long-term care. Two million seniors live in AL. The average resident age is 85; nearly half suffer from dementia or Alzheimer's; and nearly all suffer co-morbidities. Each needs assistance with daily life activities, such as bathing, dressing, toileting and taking medication.

ASSISTED LIVING AND COVID LOSSES:

- For two years, assisted living caregivers have been frontline workers protecting vulnerable seniors from the pandemic, but have been excluded from most federal relief.
- In the past 6 federal relief bills, totaling \$6 trillion, assisted living and memory care facilities were not specifically included in any relief, even though they care for 2 million seniors.
- COVID losses total over **\$30 billion** (due to PPE, PCR tests, heroes pay, staffing needs, CDC compliance and significant occupancy rate declines). According to the GAO, AL and memory care facilities **received only \$627 million in PRF relief**.
- AL and memory caregivers were not eligible to access the PRF until September of 2020, seven months after the national emergency was established.
- Today, 96% of AL face staffing shortages due to the loss of 380,000 caregivers since 2020.

STATE	SENIORS SERVED	ECONOMIC IMPACT	COVID-19 IMPACT
Alabama	14,607	\$1 Billion	(\$239,280,334)
Alaska	1,637	\$444.5 Million	(\$26,816,041)
Arizona	45,143	\$4.7 Billion	(\$739,496,963)
Arkansas	9,066	\$63.8 Million	(\$148,512,050)
California	208,343	\$26.5 Billion	(\$3,412,910,435)
Colorado	33,469	\$3.6 Billion	(\$548,262,717)
Connecticut	14,156	\$2.6 Billion	(\$231,892,409)
Delaware	3,999	\$638.2 Million	(\$65,508,459)
Florida	145,554	\$14.5 Billion	(\$2,384,350,640)
Georgia	46,736	\$5 Billion	(\$765,592,231)
Hawaii	3,913	\$447.3 Million	(\$64,099,675)
Idaho	13,865	\$1.3 Billion	(\$227,125,477)
Illinois	50,790	\$5.9 Billion	(\$832,001,656)
Indiana	57,110	\$3.2 Billion	(\$935,530,903)
Iowa	31,884	\$821.2 Million	(\$522,298,500)
Kansas	30,766	\$157.9 Million	(\$503,984,307)
Kentucky	14,580	\$1.2 Billion	(\$238,838,042)
Louisiana	10,667	\$2.7 Billion	(\$174,738,367)
Maine	12,165	\$1.3 Billion	(\$199,277,420)
Maryland	34,517	\$3.6 Billion	(\$565,430,226)
Massachusetts	28,330	\$6 Billion	(\$464,079,679)
Michigan	44,819	\$7.7 Billion	(\$734,189,451)
Minnesota	84,481	\$4.2 Billion	(\$1,383,901,002)
Mississippi	8,468	\$702.6 Million	(\$138,716,086)
Missouri	45,604	\$2.1 Billion	(\$747,048,701)
Montana	6,329	\$1.1 Billion	(\$103,676,678)
Nebraska	18,624	\$1 Billion	(\$305,083,655)
Nevada	8,870	\$1.1 Billion	(\$145,301,333)
New Hampshire	2,536	\$555.7 Million	(\$41,542,749)
New Jersey	37,139	\$3.5 Billion	(\$608,381,758)
New Mexico	7,442	\$715 Million	(\$121,908,965)
New York	72,366	\$10 Billion	(\$1,185,442,643)
North Carolina	47,085	\$7.5 Billion	(\$771,309,273)
North Dakota	5,031	\$541.9 Million	(\$82,413,868)
Ohio	107,259	\$4.8 Billion	(\$1,757,032,203)
Oklahoma	18,707	\$612.4 Million	(\$306,443,295)
Oregon	39,556	\$7.2 Billion	(\$647,975,143)
Pennsylvania	127,533	\$6.2 Billion	(\$2,089,144,855)
Rhode Island	5,701	\$742.6 Million	(\$93,389,278)
South Carolina	28,223	\$1.9 Billion	(\$462,326,890)
South Dakota	5,851	\$656.6 Million	(\$95,846,460)
Tennessee	29,687	\$2.4 Billion	(\$486,308,981)
Texas	102,653	\$8.8 Billion	(\$1,681,580,350)
Utah	15,480	\$1.8 Billion	(\$253,581,131)
Vermont	3,546	\$428.6 Million	(\$58,087,771)
Virginia	57,007	\$5.1 Billion	(\$933,843,638)
Washington	53,955	\$7.4 Billion	(\$883,848,186)
West Virginia	4,460	\$410.1 Million	(\$73,060,197)
Wisconsin	56,956	\$8.6 Billion	(\$933,008,197)
Wyoming	1,964	\$204.3 Million	(\$32,172,696)



- Assisted Living
- General PRF Awards
- Unallocated
- High COVID Hospitals
- Uninsured
- Safety Net Hospitals
- Rural Providers
- OWS Support
- Skilled Nursing

“In every county across Oregon facilities are fighting to remain open,” he said. “Across the country we are seeing this trend, CARE may be one of the first but we will not be the last if there is not decisive and urgent action from our state and federal government,” he said. “We are on the cusp of a collapse in long term care and the healthcare system. It starts with our poor, our elderly, and our rural communities.”

—Peter Starkey, Board Chairman of CARE, a local non-profit assisted living provider

SUPPORT THE SENIOR ACT: PROTECT SENIORS' HOME AND IMPROVE CAREGIVING WORKFORCE SHORTAGES



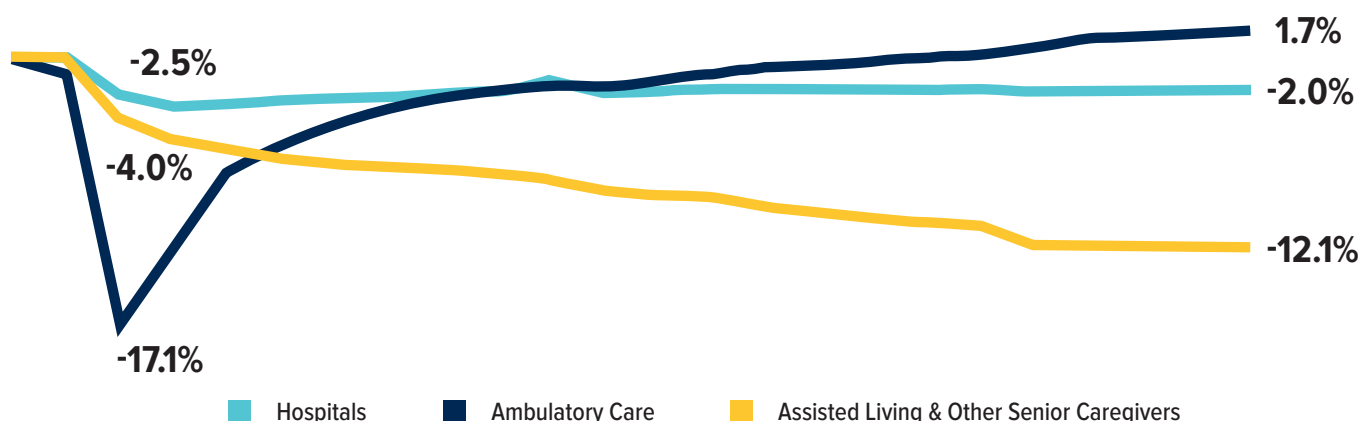
THE AGING POPULATION CRISIS

Every day, 10,000 Americans turn age 65. The number of adults aged 85 and older—the group predominately requiring care—will nearly quadruple between 2000 and 2040. By 2050, the number of seniors with cognitive decline and memory impairment will increase five-fold. In just 13 years, for the first time in our nation's history, there will be more seniors than children. Nearly 70% of these seniors will need some form of long-term care, yet by 2025, there will be a shortage of 1.4 million caregivers. Since March 2020, senior care facilities have lost over 380,000 caregivers and 96% of assisted living facilities face staffing shortages today. To meet the care needs of this fragile population, Congress must preserve the choice of long-term care services for seniors by supporting the **SENIOR Act [H.R. 6530]**.

PROTECT SENIORS' CHOICE OF CARE

Over 2 million seniors choose assisted living, independent living, or memory care residences as their home. Assisted living provides 24-hours-a-day, 7-days-a-week of senior care with professionally trained staff. (The average age of an assisted living resident is 85. All residents need assistance with activities of daily living and 45% have cognitive impairment.) With satisfaction rates over 90% for seniors and families in professionally managed residences, assisted living offers crucial care, social engagement, security, and choice at half the cost of nursing home care, and 20% less than traditional in-home care. However, these residences are in a state of crisis due to inequitable federal relief for COVID-related losses and extreme workforce shortages. Now, over half are operating at a loss, and all face caregiver shortages that worsen daily. It is critical for Congress to protect this choice of senior care to ensure it will continue for tomorrow's seniors.

DRAMATIC DROP IN SENIOR CAREGIVERS SINCE FEBRUARY 2020



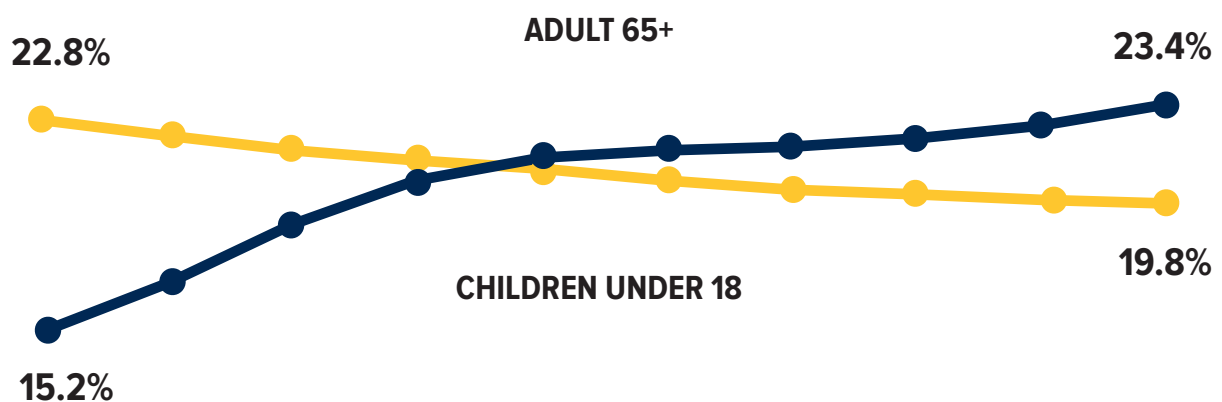
THE SENIOR ACT [H.R. 6530]

The Safeguarding Elderly Needs for Infrastructure and Occupational Resources (SENIOR) Act [H.R. 6530] addresses the imminent need for investing in human infrastructure to support America's rapidly aging population. This legislation would sustain senior living caregivers in the wake of COVID's financial devastation and renew America's attention to the value of frontline healthcare workers assisting our seniors by:

- 1. Growing the senior caregiver workforce.** The SENIOR Act builds upon existing workforce programs that have proven successful in meeting our nation's varying healthcare requirements. Specifically, it bolsters workforce development programs within the Health Resources & Services Administration (HRSA) by emphasizing geriatric care and the needs of this vulnerable population. Expanding the caregiving workforce and increasing the number of individuals eager to serve our nation's seniors will address the systemic workforce shortages that have been exacerbated by COVID.
- 2. Creating a Caregiver Sustainability Fund for struggling caregivers.** The SENIOR Act establishes a Caregiver Sustainability Fund (CSF) to ensure that critical caregivers who are still struggling financially due to extreme COVID-related losses and insufficient federal relief—such as assisted living communities—can keep their doors open. Assisted living caregivers incurred over \$30 billion in losses while keeping seniors safe during the pandemic yet received less than 1% of the Provider Relief Fund. The majority now operates at a financial loss. The CSF would stabilize assisted living caregivers and other senior congregate caregivers who can demonstrate significant and uncompensated COVID-related losses due to direct senior care.

FOR THE FIRST TIME IN U.S. HISTORY OLDER ADULTS ARE PROJECTED TO OUTNUMBER CHILDREN BY 2034

PROJECTED PERCENTAGE OF POPULATION



SUPPORT THE EMPLOYEE RETENTION TAX CREDIT REINSTATEMENT ACT, H.R. 6161 & S. 3625



Assisted caregivers and senior communities have suffered tremendous losses due to the pandemic but have received less federal relief than any other frontline caregivers. As losses continue to mount and workforce shortages escalate, the Employee Retention Tax Credit has been a lifeline for many frontline caregivers.

The Employee Retention Tax Credit (ERTC) was included in the 2020 CARES Act, which was overwhelmingly supported by both parties. The ERTC, along with the Paycheck Protection Program (PPP), helped stabilize small businesses and non-profit organizations during the COVID-19 Pandemic.

- The ERTC was designed to help small businesses rehire employees they may have let go at the start of the pandemic or ensure that employees are retained while their companies recovered throughout this year. While less well known than the PPP, the ERTC has gained familiarity in recent months and is one of the only remaining tools for businesses that continue to be impacted by the pandemic.
- Originally, to be eligible for the ERTC, business owners had to demonstrate at least a 20% decline in gross receipts in either a given quarter compared to the same quarter in 2019 or the immediately preceding quarter. Alternatively, the business owner may have been eligible if the business is subject to a full or partial suspension of business operations due to a government order.
- Specifically, for last year's third and fourth quarters, employers can qualify for an enhanced ERTC as a "recovery startup business" or qualify as a "severely financially distressed employer." To claim the ERTC as a "severely financially distressed employer," the employer must have suffered at least a 90% decline in gross receipts in a specific quarter compared to the same quarter in 2019.
- The ERTC was scheduled to expire at the end of 2021, but the recently enacted Infrastructure Investment and Jobs Act disallowed this credit for the fourth quarter of 2021. Many senior living communities have continued to take the tax credit into the fourth quarter, and now face a retroactive tax increase and a complex, frustrating process in reconciling the credit that they will now have to forfeit.

THE EMPLOYEE RETENTION TAX CREDIT REINSTATEMENT ACT OF 2021:

Reinstates the Employee Retention Tax Credit through the end of 2021, as intended, to help struggling small businesses and nonprofits who were counting on the ERTC to pay their employees through the end of the year. This reinstatement will be critical to help senior caregivers retain their staff and help them to continue to protect the population most vulnerable to the pandemic.

COALITION IN SUPPORT OF H.R. 6161 & S. 3625

- ARGENTUM
- National Automatic Merchandising Association (NAMA)
- American Alliance of Museums American Hotel & Lodging Association American Rental Association
- American Society of Association Executives American Society of Travel Advisors (ASTA)
- American Staffing Association
- Associated Builders and Contractors Associated General Contractors of America
- Association of Art Museum Directors Boys & Girls Clubs of America
- Dance/USA
- Drycleaning & Laundry Institute
- Experiential Designers & Producers
- Association Girl Scouts of the USA
- Goodwill Industries International, Inc.
- Hotel Association of New York City
- IAAPA, The Global Association for the Attractions Industry
- ICSC
- Independent Sector
- International Franchise Association
- International Health Racquet & Sportsclub Association
- International Inbound Travel Association
- ISSA - The Worldwide Cleaning Industry Association
- Jewish Federations of North America
- League of American Orchestras
- Live Events Coalition
- Meals on Wheels America
- Mental Health America
- National Association of Theatre Owners
- National Council of Nonprofits
- National Federation of Independent Business (NFIB)
- National Restaurant Association
- National Tour Association
- OPERA America
- Outdoor Amusement Business Association
- Professional Nonprofit Theater Coalition
- Social Current
- The Payroll Group
- Theatre Communications Group
- United States Tour Operators Association
- YMCA of the USA