A Message from Seniors Housing PAC Chair, Richard Hutchinson, Discovery Senior Living

Dear ASHA Members:

The SH PAC is an essential part of ASHA’s advocacy efforts. In 2020, ASHA was able to effectively advocate and gain key wins for our industry, notably securing the allocation of Provider Relief Funds (PRF) for assisted living providers.

Successful outcomes include:

- $1 billion allocated from the PRF to senior living communities for COVID-19 expenses and revenue loss.
- Secured priority access to vaccine for senior living.
- Secured rapid result test kits for assisted living communities.
- Secured Department of Labor interpretation to waive Families First Coronavirus Response Act leave mandate.
- Secured an interpretation from HHS that senior living communities are a “covered person” under the Public Readiness and Emergency Preparedness ("PREP") Act.
- Medical Expense Deduction: Permanent break for seniors on the deductibility of out-of-pocket medical expenses at the 7.5% income threshold.
- Business Interest Deduction: Secured IRS guidance to confirm seniors housing eligibility as a real property trade or business for purposes of deduction.
- Created greater awareness of senior living industry among policymakers.

These “wins” were possible because we have an engaged ASHA membership who support our efforts. But this is just a start. Our work is far from done. And we continue to need your help.

Our plan is to be razor focused on a primary goal of securing additional COVID-related financial relief for the industry. With an estimated $17 billion impact, it is critical that we rededicate and double down on our efforts to secure meaningful
Why Support the SH PAC?

**ADVOCACY**
The SH PAC gives ASHA a voice in the legislative process.

**AWARENESS**
The SH PAC helps ASHA educate Members of Congress about the benefits of senior living.

**ACCESS**
The SH PAC allows ASHA to engage with Congress to advance the senior living industry’s policy agenda.

2021 SH PAC Campaign Update

As of February 25, 2021, the SH PAC has raised almost 70% of the 2021 goal! Of that, 121 individuals from 72 companies have contributed $354,550 to the SH PAC.

**SH PAC Totals 2017 – 2020**

<table>
<thead>
<tr>
<th>Year</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$445,100</td>
</tr>
<tr>
<td>2018</td>
<td>$425,605</td>
</tr>
<tr>
<td>2019</td>
<td>$408,624</td>
</tr>
<tr>
<td>2020</td>
<td>$445,591</td>
</tr>
</tbody>
</table>

2021 Chairmen’s Circle Event

Individuals who contribute at the Chairmen’s Circle level of between $2,000 and $5,000 to the SH PAC are invited to attend our annual Chairmen’s Circle Event which will take place in Charleston, SC on November 10 – 11. This exclusive event will feature a high-level strategic discussion, golf, site-seeing of historic Charleston, and engagement with fellow industry leaders. A room block has been reserved at the newly opened Hotel Bennett located on downtown King Street in Charleston. For more information contact Sheff Richey at srichey@seniorshousing.org.
Current 2021 Chairman’s Circle Level Contributors

**PREMIER**

$5,000

- Ken Assiran: Capital Health Group, LLC
- John Atkinson: Willis Towers Watson
- David Barnes: Watermark Retirement Communities
- Steve Benjamin: Validus Senior Living
- Thilo Best: Longview Senior Housing Advisors
- Colleen Blumenthal: HealthTrust
- Randy Bufford: Trilogy Health Services
- Robb Chapin: Bridge Seniors
- Dwayne Clark: Aegis Living
- Breck Collingsworth: Resort Lifestyle Communities
- Mike Damone: Cedarbrook Senior Living, LLC
- Joe Daniels: Direct Supply
- Corey Denman: Direct Supply
- Donny Edwards: Sagora Senior Living
- Jerry Finis: Pathway to Living
- Tim Fox: Senior Resource Group
- David Freshwater: Watermark Retirement Communities
- Jerry Frumm: Senior Lifestyle
- Tom Grape: Benchmark Senior Living
- Jim Gray: Bridgewood Senior Property Company

**LEADERSHIP**

$2,000 – $4,999

- Matthew Alley: Senior Living Investment Brokerage
- Phil Anderson: Bridge Seniors
- Jeff Binder: Senior Living Investment Brokerage
- Dave Boitano: Lument
- Marcus Breuer: Touchmark
- Bradley Clousing: Senior Living Investment Brokerage
- Chris Coates: Evergreen Senior Living
- John Cobb: Senior Resource Group
- Karen Doering: Senior Star
- Doug Dollenberg: Brightview Senior Living
- Marilynn Duker: Brightview Senior Living
- Alexis Evanich: PointClickCare
- Chris Fenton: PGIM Real Estate
- Julie Ferguson: Ryan Companies
- Guy Geller: Grace Management, Inc.
- John Getchey: ReNew REIT
- Joel Goldman: Hanson Bridgett LLP
- Paul Gordon: Hanson Bridgett LLP
- Dave Harper: Capital One Healthcare Real Estate
- Chris Hollister: Pegasus Senior Living
- Justin Hutchens: Ventas
- Bob Karn: Allegro Senior Living
- Alice Katz: The Vinca Group
- Michelle Kelly: National Health Investors
- Pam Kessler: LTC Properties, Inc.
- Aaron Koelsch: Koelsch Communities
- Andy Kohlberg: Kisco Senior Living
- Chris Kronenberger: Blue Moon Capital Partners LP
- Joe La Rue: Sun Health
- Steve Levy: Senior Lifestyle
- Clint Malin: LTC Properties, Inc.
- Jeanne McAlpin Delgado: ASHA
- Dan McKeever: PGIM Real Estate
- Michael Grust: Senior Resource Group
- Jim Hands: Salem Equity
- Richard Hutchinson: Discovery Senior Living
- Bill Kaplan: Senior Lifestyle
- Lynne Katzmann: Juniper Communities
- Bob Mercer: Cedarbrook Senior Living, LLC
- Kurt Read: RSF Partners
- John Rijos: Chicago Pacific Founders
- Greg Roderick: Frontier Management
- Anja Rogers: Senior Star
- Doug Schiffer: Allegra Senior Living
- Wendy Simpson: LTC Properties, Inc.
- Scott Stewart: Capitol Seniors Housing
- Kathryn Sweeney: Blue Moon Capital Partners LP
- Bill Thomas: Senior Star
- Bob Thomas: Senior Star
- Donald Thompson: Senior Living Communities, LLC
- Dale Watchowski: American House REDICO
- Margaret Wylde: ProMatura Group

**Numbers as of February 25, 2021.**
2021 SH PAC Captains

We are extremely grateful to the SH PAC Captains who have volunteered their time to assist with raising funds. SH PAC Captains are industry leaders who volunteer to reach out to their ASHA member peers about the SH PAC and its importance to our industry. If you or an individual at your company would be interested in becoming a 2021 SH PAC Captain, please reach out to Sheff Richey at srichey@seniorshousing.org.

SH PAC Disbursements

In the 2019-20 election cycle, the SH PAC supported 48 Senators and 96 Members of the House of Representatives. 93% of SH PAC supported Members of Congress won their re-election race in 2020. Members of the U.S. House of Representatives are up for re-election every two years and Members of the U.S. Senate are re-elected every six years. One-third of the Senate is up for re-election every two years. Because of the often changing composition of Congress, the SH PAC supports candidates on a bi-partisan basis. The SH PAC only supports incumbent Members of Congress.

2021 Company Campaigns

Running a company campaign is a great way to maximize the SH PAC’s support. Company campaigns were the source of over one-third of the total funds raised by the SH PAC in 2020. For assistance in how you can run a company campaign, contact Sheff Richey at srichey@seniorshousing.org.

The following companies have kicked off their 2021 SH PAC Company Campaigns:

| Company                              | Contribution
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Senior Star</td>
<td>$18,000</td>
</tr>
<tr>
<td>Senior Living Investment Brokerage, Inc.</td>
<td>$16,000</td>
</tr>
<tr>
<td>Senior Lifestyle</td>
<td>$14,000</td>
</tr>
<tr>
<td>Senior Resource Group</td>
<td>$13,500</td>
</tr>
<tr>
<td>Watermark Retirement Communities</td>
<td>$12,600</td>
</tr>
<tr>
<td>Allegro Senior Living</td>
<td>$10,000</td>
</tr>
<tr>
<td>LTC Properties</td>
<td>$10,000</td>
</tr>
<tr>
<td>Senior Living Communities</td>
<td>$10,000</td>
</tr>
<tr>
<td>Capital One Healthcare Real Estate</td>
<td>$7,500</td>
</tr>
</tbody>
</table>

For access to all links referenced in this Capitol Connection, please login to the “Members Area” of the ASHA website (www.ashaliving.org).

For further information on any of the topics in this Capitol Connection, please contact:

David Schless  
202.494.8682  
dschless@seniorshousing.org

Jeanne McGlynn Delgado  
202.885.5561  
jeanne@seniorshousing.org

Sheffield “Sheff” Richey  
202.885.5563  
srichey@seniorshousing.org

To receive login credentials, contact Meghan Bertoni at mbertoni@seniorshousing.org.