

CAPITOL CONNECTION



SENIORS HOUSING
POLITICAL ACTION COMMITTEE

Seniors Housing PAC Chair Edwards Goes to Washington

ASHA Arranges Visits with More than 25 Lawmakers and Staff

DONNY EDWARDS, CHAIR OF ASHA'S SENIORS HOUSING PAC, recently spent several days on Capitol Hill visiting with more than 25 congressional legislators and staff to lobby for the seniors housing industry's priority issues.

Edwards is Partner and CFO at Sagora Senior Living, Fort Worth, TX. Sagora operates 61 communities in 12 states.

ASHA's legislative team Jeanne McGlynn Delgado and Sheff Richey, along with ASHA's consultants Thorn Run Partners, arranged the meetings and accompanied Edwards on the visits to highlight the industry's priorities. What follows is a brief Q&A with Edwards about his experience.

Q: How were you received by the Senators, Representatives, and staff during your many meetings?

Edwards: The overall response was excellent. It was a great opportunity to have a lot of individual meetings with Representatives and Senators with a focus on the four states where Sagora operates senior living communities, bringing the constituent view as we talked about issues impacting the industry such as the workforce shortage. It showed me that ASHA has a great presence on Capitol Hill with accessibility to legislators and staff. Some of the Representatives we met with included Tom Cole (R-OK-04); Jodey Arrington (R-TX-19); Morgan McGarvey (D-KY-03) and Stephanie Bice (R-OK-05) and others. I also met with Senators Markwayne Mullin (R-OK), Steve Daines (R-MT) and Pete Ricketts (R-NE), attended a reception with about a dozen Senators, including Mitch McConnell (R-KY), John Barrasso (R-WY), John Boozman (R-AR), Mike Braun (R-IN), Ted Budd (R-NC), Susan Collins (R-ME), Kevin Cramer (R-MT), Mike Crapo (R-ID), Deb Fischer (R-NE), Chuck Grassley (R-IA), Bill Hagerty (R-TN), Cindy Hyde-Smith (R-MS), Ron Johnson (R-WI), Cynthia Lummis (R-WY), Roger Marshall (R-KS), Eric Schmitt (R-MO), John Thune (R-SD), Tommy Tuberville (R-AL), and Roger Wicker (R-MS). They were all appreciative to meet with a seniors housing operator and interested to learn more about our business model and issues. The relationships developed by the ASHA team made this a really meaningful experience.

continued inside



Donny Edwards



Donny Edwards meets with Representative Stephanie Bice (R-OK-05)

Q: What issues did you have a chance to talk about?

Edwards: As you know ASHA's top policy priority is addressing the workforce shortage. We understand the landscape and political environment that makes immigration difficult, but we still must push the message that policymakers and staff need to pay attention and recognize the crisis facing our industry and act right now because it will only get worse. Since most other industries in this country have staffing issues too, and are also advocating for immigration, we wanted to make sure that our Representatives and Senators understand that seniors housing should be prioritized given the needs of our fragile elderly population, which sets us apart from other industries. We talked about solutions and how immigration reform would help the industry to fill the jobs needed to care for our elders. We pointed out that our industry will have a continued need for more good workers because of the growing number of older adults who will need housing and care. We also talked about the veterans assisted living legislation that would create a pilot program for eligible veterans to reside in an assisted living community rather than a nursing home. Everyone we visited with was very supportive of that effort. We were also able to highlight the role of seniors housing to provide both housing and services in a private pay and mostly non-medical

setting. Thankfully, a lot of the people we met had direct experience with their family members who had lived in independent and assisted living communities.

Q: Did you get the sense that there was an appreciation of our industry and our issues?

Edwards: Absolutely. To a person, everyone showed genuine interest in understanding the services that we are working to provide. Our lawmakers are interested in providing quality services to older people. As a follow up to one of our meetings, Representative Bice (R-OK) visited our Lyndale Edmond community this month. Her team actually initiated her visit. It was nice to see that kind of interest. These congressional visits to a senior living community are a terrific way to really showcase the good work we are doing and the value we offer older people who need the services and care we provide.

Q: Did anything surprise you while you were on Capitol Hill with the ASHA team?

Edwards: I wasn't surprised but I was very impressed at how well we were received. These offices were extremely busy, but they gave us their full attention and asked a lot of questions which in my mind demonstrated they were prepared for our visit. Senators and Representatives

are very interested in the population we serve, and they understand the importance of our work. ASHA's team did a great job of organizing the meetings.

Q: Did your time on Capitol Hill underscore or clarify the importance of the Seniors Housing PAC?

Edwards: Yes, it was refreshing to have the opportunity to meet with our legislators and discuss our position on issues that concern the industry. They were willing to listen and ask questions about our concerns, which was encouraging because they are inundated by requests from other groups that have their own priorities. When you're on Capitol Hill, the importance of in-person meetings becomes very evident, especially coming out of the pandemic. I always believed in the need for a strong SH PAC since it is the tool that helps us engage with these policy makers in an ongoing fashion so that when I visit with them, they are already familiar with the industry and our priority policy positions. Now I am even more committed to growing the SH PAC and getting more ASHA members in front of political decision makers.

Q: Any final thoughts for the ASHA membership about our advocacy or the Seniors Housing PAC?

Edwards: It's so important to make sure that all of the intricacies of seniors housing are in front of policy makers. Trying to move a bill is a process and typically a slow one at that. Legislators are very busy and are constantly bombarded by requests from thousands of businesses and their lobbyists, trade associations like ASHA, consumers and constituents. For this reason, we need to keep the pressure up on issues such as immigration reform, the veterans assisted living bill, workforce development, Alzheimer's research funding and more to ensure they understand our positions and the impact that we have on the lives of so many people as we work towards common-sense solutions for our industry. The Seniors Housing PAC makes that possible.

Current 2023 Chairman's Circle Level Contributors*

*as of April 5, 2023

PREMIER
\$5,000

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John Atkinson	Marsh
David Barnes	Watermark Retirement Communities
Thilo Best	Bayshore Retirement Partners, LLC
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Tim Buchanan	Legend Senior Living
Randy Bufford	Synchrony Health Services
Jon DeLuca	Senior Lifestyle
Donny Edwards	Sagora Senior Living
David Freshwater	Watermark Retirement Communities
Jerry Frumm	Senior Lifestyle
Jim Gray	Bridgewood Property Company
Paul Griffin	Griffin Living
Jim Hands	Salem Equity
Richard Hutchinson	Discovery Senior Living
Lynne Katzmann	Juniper Communities
Wick Peterson	Senior Resource Group
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Donald Thompson	Senior Living Communities, LLC
Josh Thompson	Senior Living Communities, LLC
Dale Watchowski	American House Senior Living Communities
Chris Wettig	Legend Senior Living
Margaret Wylde	ProMatura Group

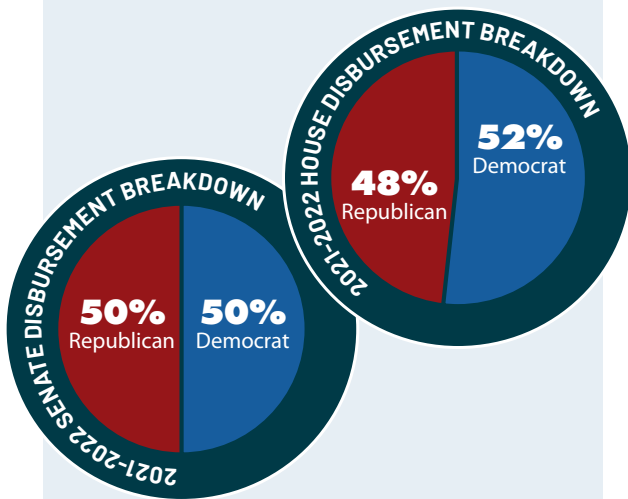
LEADERSHIP
\$2,000
–
\$4,999

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Matt Alley	Senior Living Investment Brokerage
Eleanor Alvarez	LeaderStat & The Ganzhorn Suites
Labinot Avdiu	Medication Management Partners
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Caryl Barnes	Bridge Investment Group
Leigh Ann Barney	Trilogy Health Services
Stuart Beebe	Sonata Senior Living
Rocky Berg	three
Shadoworee Betts	Senior Star
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Matt Bork	Liberty Senior Living
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Luke Gabay	PGIM Real Estate
Brett Gardner	Walker & Dunlop
Jacob Gehl	Blueprint Healthcare Real Estate Advisors
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Joel Goldman	Hanson Bridgett LLP
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Danielle Morgan	Clearwater Living
Wendy Nowokunski	Northbridge Companies
Mike Pagh	Great Lakes Management Company
Earl Parker	Commonwealth Senior Living
Kevin Pascoe	National Health Investors
Alan Plush	HealthTrust
Jason Punzel	Senior Living Investment Brokerage
Will Purvis	Liberty Senior Living
Rebecca Randolph	Brinkmann Constructors
Dan Revie	Ziegler
Arnie Richman	Brightview Senior Living
Jeff Ringwald	Walker & Dunlop
MJ Ritschel	Kisco Senior Living
Justin Robins	Senior Lifestyle
Ken Roos	AIVA Health
Shannon Rusk	Oppidan
Melissa Russell	Wells Fargo Corporate & Investment Banking
Matthew Ryan	Houlihan Lokey
Ross Sanders	Newmark
Jeff Sands	HJ Sims
Ryan Saul	Senior Living Investment Brokerage
Bryan Schachter	Watermark Retirement Communities
Dana Scheppmann	PGIM Real Estate
David Schless	American Seniors Housing Association
James Scribner	Scribner Capital, LLC
Loren Shook	Silverado
Bill Shorten	Cascade Living Group
Toby Siefert	Senior Living Investment Brokerage
Tim Smick	Harbor Retirement Associates
Eric Smith	Locust Point Capital
Todd Stone	Ray Stone Senior Living
Rick Swartz	Cushman & Wakefield
Christian Sweetser	Erickson Senior Living
Ben Thompson	Senior Living Communities, LLC
Chris Urban	Ambrose Urban Capital Group
Joe Weisenburger	LCS
Steve Wertman	Cedarhurst Senior Living
Aron Will	CBRE Capital Markets
Mike Williams	English Meadows Senior Living
Jason Zuccari	Hamilton Insurance Agency

SH PAC Disbursements

ASHA's Public Policy Committee serves as the steering committee for the SH PAC. Disbursements to the campaigns of Federal candidates are made according to a broad strategy that includes supporting those who are knowledgeable, supportive, and key to the advancement of public policy that impacts the seniors housing industry. Disbursements made in the 2021-2022 election cycle totaled \$1,051,000, supporting 57 U.S. Senators and 130 Members of the U.S. House of Representatives.



Legislative Spotlight:

Expanding Veterans' Options for Long Term Care Act Re-Introduced for 118th Congress

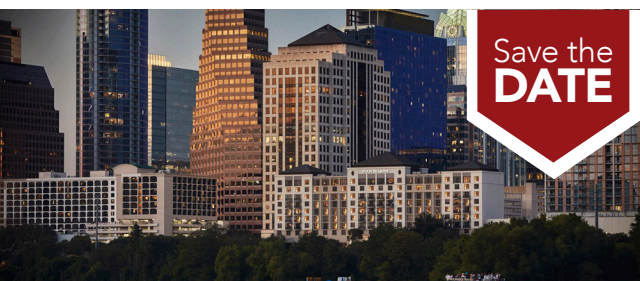
As previously reported, ASHA has been working since last year on bipartisan legislation that would create a three-year pilot program to give veterans who are currently residing in nursing homes and other eligible veterans, the option to live in a Medicaid certified assisted living community. A busy end-of-year schedule did not allow for consideration before the close of the 117th Congress.

On February 16, 2023, S. 495 was introduced in the Senate by Senator Jon Tester (D-MT) with the support of Senator Jerry Moran (R-KS), Senator Patty Murray (D-WA), Senator Mike Rounds (R-SD), Senator Angus King (I-ME), and Senator Susan Collins (R-ME). The House counterpart, H.R. 1815, was introduced on March 27th by Representative Elissa Slotkin (D-MI-07) with the support of Representative Bryan Steil (R-WI-01), Representative David Trone (D-MD-06), and Representative Annie Kuster (D-NH-02).

ASHA will continue to implement grassroots efforts to generate letters of support and work to secure co-sponsors in the House and Senate to advance this important legislation that would expand veterans' access to assisted living and highlight the benefits of senior living.

2023 SH PAC Campaign Update

As of April 5, 2023, the SH PAC has received contributions and pledges from **151** individuals from **96** companies for a total of **\$423,720**. Contact Sheff Richey at sheff@ashaliving.org to make your 2023 SH PAC pledge.



2023 Chairman's Circle Event

Members who make a personal contribution of \$2,000 - \$5,000 to the Seniors Housing PAC in 2023 are eligible to attend the exclusive Chairman's Circle Event on September 18-19 in Austin, TX at the Four Seasons Hotel. Please contact Sheff Richey at Sheff@ashaliving.org for more information on the SH PAC Chairman's Circle.

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

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ASSOCIATION

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

To receive login credentials, contact Meghan Bertoni at megs@ashaliving.org.