



PROVIDING A PATH FORWARD

Unrelenting Leadership for Unprecedented Times

Rising to **THE OCCASION**

For members of the ANCOR community, the story of 2020 is a story of resilience.

At the beginning of the year, before the pandemic reached our shores, cracks in our system left us vulnerable. The direct support workforce crisis was roaring on, and far too many provider organizations were on the brink of financial collapse.

And then, the pandemic hit.

COVID-19 upended the lives of the people we support and the ways we support them. Day programs shuttered, supported employment screeched to a halt, and direct support professionals began to weigh how they could afford to put themselves and their families at risk while keeping people safe in their homes—where physical distancing is all but impossible.

Like they always do, providers rose to the occasion, as did their national association.

Amid unprecedented times, this community has had an unprecedented impact. In the earliest days of the pandemic, ANCOR and its members sprang into action, advocating for—and securing, to the tune of tens of billions of dollars—federal funding to support providers to weather the storm. We also secured crucial regulatory flexibility that enabled providers to adapt under the toughest of circumstances, and together we engineered creative solutions to some of the pandemic’s most pressing problems.

Our work continues, and though the future remains uncertain, one thing is clear: the ability of providers to keep people safe under an extremely challenging set of circumstances is a testament to the resilience and commitment of the ANCOR community. Whether you’ve been an ANCOR member for years and are renewing your commitment in 2021, or you’re contemplating joining for the first time, we’re so glad to have you as part of this incredible community.

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“The human capacity for burden is like bamboo—far more flexible than you’d ever believe at first glance.”

Jodi Picoult, American Novelist



A look back at OUR ACCOMPLISHMENTS



03.04.20
ANCOR Launches COVID-19 Resource Center
New online resource announced during first in a series of national provider briefings convened by ANCOR



03.27.20
CARES Act Signed into Law
Law appropriates \$100 billion in emergency relief for health care providers



03.13.20
President Trump Declares COVID-19 a National Pandemic



05.01.20
ANCOR Publishes First Fiscal Impact Report
Survey of 689 providers demonstrates disability services on the brink of financial collapse



05.04.20
ANCOR Launches #ForgottenFaces Campaign
Campaign responds to lack of federal action to connect Medicaid providers with CARES Act funds



06.09.20
U.S. Department of Health & Human Services Opens Medicaid Provider Relief Fund
Medicaid providers eligible to apply for CARES Act funding, thanks to advocacy by ANCOR



10.06.20
Hundreds Participate in #ForgottenFaces Digital Day of Action
Targeted campaign part of ANCOR's largest-ever (and first-ever virtual) Policy Summit, which drew 325 participants



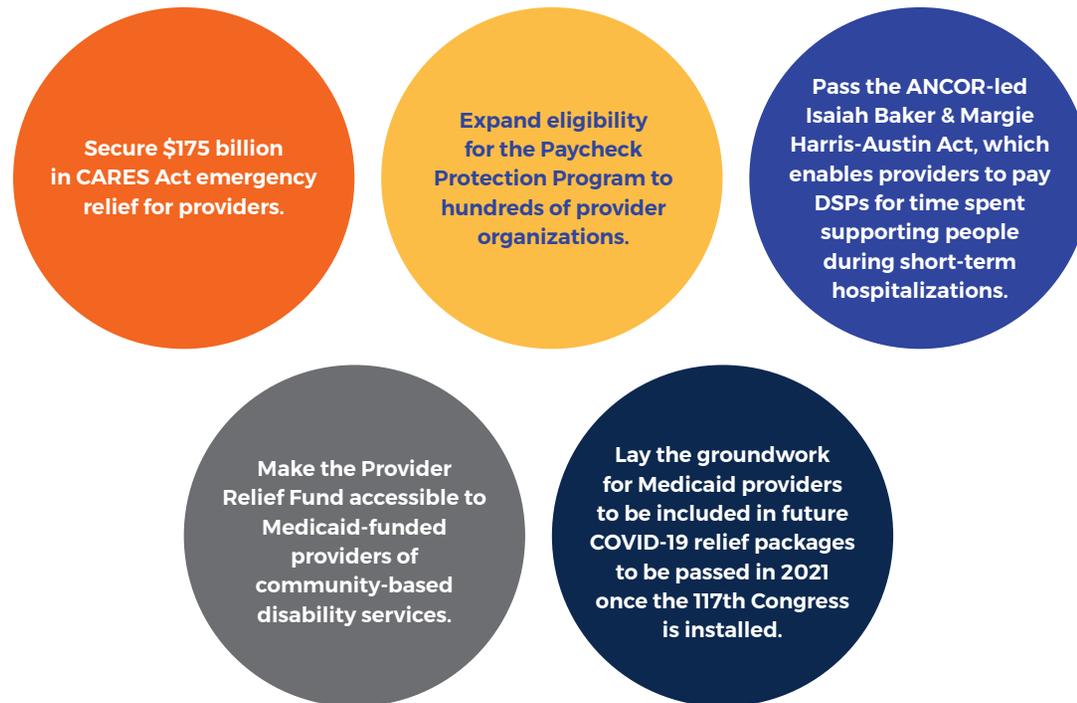
10.28.20
ANCOR Publishes Racing Against the Clock
New brief profiles eight providers to highlight long-term impact of pandemic on community disability services



The strength in **OUR NUMBERS**

Why be a part of ANCOR? It's simple: there's strength in numbers.

If ever you've questioned whether the whole is greater than the sum of its parts, look no further than the incredible grassroots advocacy efforts ANCOR members engaged in during the COVID-19 pandemic. **In just the first six months of the pandemic, 55,192 members of the ANCOR community sent 193,097 messages to all 535 congressional offices and 29 governors.** As a result, we've helped to:



If this is what we can accomplish together with the 1,600+ members that currently comprise ANCOR's membership, just imagine all that will be possible as we grow in size and strength!



“I just want to drop a note to let you know that I appreciate all the work you and your staff are doing on behalf of your membership during this COVID-19 crisis. The information and advocacy we've gotten from ANCOR has been outstanding. I hope this crisis has underscored for your members how valuable you and your staff are.”

—
*Gian-Carl Casa, President & CEO,
Connecticut Nonprofit Alliance*

The power of **BEING CONNECTED**

Twenty-twenty wasn't just a big year for ANCOR because of the effectiveness of our response to COVID-19—it also marked our 50th anniversary.

Since 1970, ANCOR has been stepping up on behalf of providers and the work they do to create truly inclusive communities.

In other words, we've been around the block a time or two, and we have the connections to prove it. And, our strong relationships span beyond Washington, encompassing self-advocacy groups, national association peers, disability advocacy organizations, industry leaders and more, across the country and even—thanks to ANCOR's Global Council—around the globe.

The power of these connections can be seen in just three of the many steps ANCOR took to ensure providers had access to adequate personal protective equipment, or PPE.

- At the beginning of the pandemic, ANCOR joined a coalition of in-home health care associations and urged FEMA to prioritize our services for PPE.
- ANCOR then devised a system for prioritizing our members for deliveries of essential supplies from Amazon, including PPE, by teaming up with the retailer's executives.
- More recently, ANCOR established new Gold Partnerships with two trusted companies that provide PPE and other medical supplies: Professional Medical Fulfillment and Earnest Supply.

This is just one example of our philosophy: smart, creative ideas, carried out by committed professionals, can be gamechangers when it comes to tackling our biggest challenges.



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“I cannot tell you how valuable membership was to me during the COVID-19 pandemic. Through information I accessed via ANCOR and the knowledge of other ANCOR members, I was able to develop and implement proactive measures that allowed our program to remain stable during an uncertain time.”

Sarah Smith, Director of Culinary Development, Parker Personal Care Homes (Colorado)



Learn more about how ANCOR is working for you at our COVID-19 Resource Center, [ancor.org/covid-19](https://www.ancor.org/covid-19).

The value of **OUR STORIES**

No reasonable person doesn't support our services when they understand what providers like you do each and every day to ensure people of all abilities can live, work and thrive in the community. And throughout 2020, we heard so many incredible stories—of DSPs giving selflessly, of providers engineering creative solutions to impossible challenges, of communities refusing to let physical distance give way to social isolation.

These stories inspired ANCOR to launch its #ForgottenFaces campaign in early May with a clear message to lawmakers everywhere: we can no longer afford to leave behind people with I/DD and the direct support workforce on which they rely in our response to the pandemic.

These stories have made all the difference. In the first six months of the pandemic alone, ANCOR secured 55 placements in national and local news outlets and supported our members to place two dozen op-eds and letters to the editor in local news outlets throughout the country. Hundreds of providers have been profiled in national outlets like NPR and PBS and in local outlets from Los Angeles to Bangor and everywhere in between. On social media, we've garnered millions of impressions and reached hundreds of thousands of advocates to educate the public about the important work being led by committed professionals like you.

Long after the pandemic has subsided, we'll still be here, telling stories about the incredible successes of providers like you until everyone in our nation understands the essential role you play in our communities.

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“[ANCOR] staff is tough, experienced and eager to deliver. Government Relations staff is probably the envy of all other associations. We have the best leadership team ANCOR has ever had in my many years as a member.”

*Gary Blumenthal, Vice President
for Government Relations &
Advocacy, InVision Human
Services (Pennsylvania)*

READY TO STRENGTHEN YOUR COMMITMENT to the ANCOR community?

Although this year has thrown its share of curveballs our way, 2020 has proven that when we band together, there's nothing our community can't accomplish.

That's why we're asking you to deepen your commitment to this vibrant association. We know significant work lies ahead as we lead through and beyond the COVID-19 crisis, and while we're committed to working for you, we can't do it without you.

By investing in an ANCOR membership for your organization, you will reap perhaps the greatest return on your investment our members have ever seen. With so much at stake as we work to rebuild our system stronger than it was before, it's more important than ever for you to have a seat at the table. And, current ANCOR members agree: 93% of members say the association does an excellent job representing their interests in Washington.

Learn more about the benefits of being part of this vibrant community at [ancor.org/membership](https://www.ancor.org/membership).

Then, establish or renew your membership today at [ancor.org/join](https://www.ancor.org/join). If you have questions, contact us anytime at ancor@ancor.org or 703.535.7850.

Thank you for being a critical part of this incredible community.



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“Being an ANCOR member is something that holds great meaning for me as a professional in this field for 44 years. You continue to provide strong advocacy and influence with Congress, facilitating a unity of professionals across the country providing so many opportunities for collaboration and professional growth. Thank you for your leadership, advocacy and dedication to people who live with intellectual and developmental disabilities and the people who support them! Your work is crucial to all of us!”

*Dotty Bell, Director of Quality Assurance,
RHA Health Services (Tennessee)*



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