



Pledge to Protect

Jewish Together's International Effort to Secure Personal Protective Equipment

The national shortage of personal protective equipment (PPE) is affecting our nation's entire medical infrastructure. Particularly hard-hit are nursing homes, hospice, homecare and other front-line providers, who often do not have priority access to distribution of these vital materials. Hundreds of nursing homes, eldercare facilities, hospice centers and other Jewish healthcare and human service providers are currently facing a dire shortage of necessary products. This shortage has severe consequences—nursing home residents make up 20% of all COVID-related deaths and face a mortality rate as much as 20 times higher than average.

The Need

The global market for personal protective equipment has turned into a proverbial “*wild west*,” with publications such as the [Wall Street Journal](#), [The New York Times](#) and others reporting on the rampant fraud, price gouging and other abuse on the open marketplace. With more than 80% of natural production occurring in China and a select number of other locations (isolation gowns are primarily produced in Wuhan, for example), the entire world has erupted into a competitive bidding war. In circumstances such as these, where state and national governments have faced embarrassing and tragic situations related to stolen, counterfeit or non-existent merchandise, individual nursing homes and other home health agencies have little to no recourse to obtain life saving equipment.

Recognizing that our front-line communal institutions and their patients and staff were locked out of both municipal and global supply chains, Jewish Together moved quickly to create an

international supply chain and distribution system, aggregating more than \$5 million of orders to enable our agents to compete globally for access to personal protective equipment. In total, we are disbursing more than 2 million masks, 2 million gloves and 500,000 isolation gowns to 200 Jewish communal agencies across North America.

Your Gift Will Save Lives

Our nursing homes and other critical care agencies have done everything in their power to protect our most vulnerable community members. These agencies have allocated millions of dollars to secure the equipment they need, oftentimes deferring other critical costs to ensure they can access these products. Though our consortium has continued to source and provide these products at prices more than 50% below the current market rate, even at-cost, these items are expensive compared to pre-crisis prices. In total, it is estimated that more than \$3 million will be spent above standard rates.

| Item | Standard Price | Inflated Price | Markup |
|----------------------|-------------------|-----------------|--------|
| Surgical Masks | \$.25/mask | \$.65/mask | 160% |
| N95 Respirator Masks | \$1.50/mask | \$4.50/mask | 200% |
| Isolation Gowns | \$.50/gown | \$4/gown | 700% |
| Nitrile Gloves | \$6.50/box of 100 | \$13/box of 100 | 100% |

Your gift today will ensure that these critical dollars go back directly to the agencies, enabling them to retain staff, employ longer hours, procure critical new equipment, build and establish COVID-isolation floors and more. Not only are these agencies facing unprecedented crises and needs, but they are also facing the same levels of financial difficulty each of our businesses are today. Many have been unable to bill for Medicare reimbursements; Federal guidance on relief loans has been vague at best; and perhaps most troublingly, as they tragically lose residents to COVID-19 or other causes, they cannot refill open beds.

Our nursing homes and home health agencies are facing the hardest of daily decisions because of the desperate shortages of protective equipment and rapidly escalating costs. Because of the work of our Jewish Together coalition, we are helping them secure critical equipment, support their staff team and stretch their already taxed resources. Your gift will ensure that we can continue this life-saving fight.