



Building Relationships Between Service and Housing Agencies

Dawn Lambert

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NASUAD

National Home and Community Based Services Conference



Overview

Current Status

10 Lessons Learned

Outcomes



Current Status Money Follows the Person Demonstration

- 3094 people have transitioned to the community;
- 36% utilize housing subsidies;
- 74% move to an apartment;
- Over 1100 rental subsidies and security deposits authorized by MFP for people who transition;
- Medicaid appointed to Inter-agency Committee on Supportive Housing;
- 3 Right-sizing grants focus on housing development;
- Housing development under 811 grant in process;
- Town by town affordable, accessible housing projections scheduled by January 2016.

Lesson 1 - Know Why it Matters

- *Consumers overwhelmingly wish to have meaningful choice in how they receive needed long-term services and supports (LTSS).*
- *Average per member per month costs are less in the community*
- *In Olmstead v. L.C., 527 U.S. 581 (1999), the Supreme Court held that title II prohibits the unjustified segregation of individuals with disabilities.*
 - *Medicaid must administer services, programs, and activities in the most integrated setting appropriate to the needs of qualified individuals with disabilities.*

Lesson 2 - Learn the Language

- What is a CON Plan?
- What is MAR?
- What does 'Port Out' mean?
- What do these numbers mean: 236, 202, 811?
- What is 80% of area median family income (AMFI)?
- What is the Low Income Housing Tax Credit program?
- What is the HOME program?
- What is PHA?



Lesson 3 – Why is it Important to Them?

- Do they have an aligned mission?
- Do they want to decrease the vacancy loss on empty apartments?
- Are they trying to diversify their business model?
- Are they looking for operating subsidies to support underwriting loans for development?
- Do they have agreements requiring them to fill units with specific populations?



Lesson 4 – Build or Join Coalitions

- Identify key people or groups in the state;
- Create housing workgroup;
 - Make sure there is representation from Medicaid participants;
- Get appointed to the state's Housing Task Force.



Lesson 5 – Never Miss the Opportunity for Outreach

- Practice the message;
- Present at workshops;
- Arrange meetings with key stakeholders;
- Attend key meetings;
- Ask for time on the agenda of key meetings;
- Talk about housing over lunch.



Lesson 6 – Build Relationships...and Housing



Lesson 7 – Define the Urgency

Supply and Demand Projections

Supply Excess (Deficiency)	2010 Actual	2015	2020	2025
Nursing Homes				
Beds	1378	2995	4999	7208
CNA	421	914	1525	2199
Home and Community Based Services				
PCA	0	(382)	(797)	(1294)
Home Health Aide	0	(720)	(1493)	(2416)

Lesson 8 – The Messenger Matters

Governor Malloy's Strategic Rebalancing Plan Updated July 1, 2015

The Rebalancing Plan addresses the following systemic barriers:

- Lack of sufficient services, supply, and information about home and community based services (HCBS),
- Inadequate support for self-direction and person-centered planning,
- Lack of housing and transportation,
- Lack of a streamlined process for hospital discharges to the community rather than nursing homes for persons requiring LTSS,
- Lengthy process for accessing Medicaid as a payer, and
- Lack of a sufficient workforce

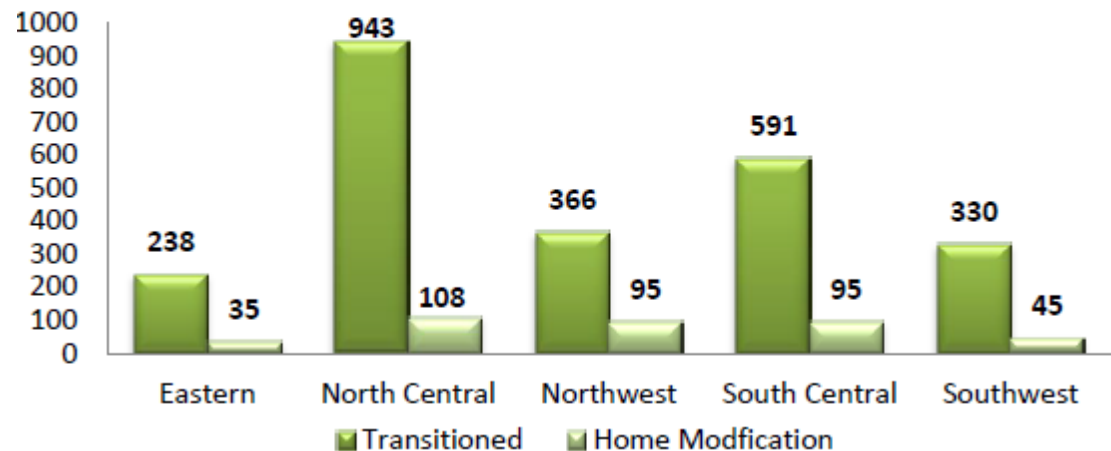
Lesson 9 – Collect Data

Money Follows the Person Transitions 12/4/08 – 3/31/215

2789 People Transitioned



Cumulative Number of Clients Who Transitioned and those with Home Modifications by Region



Proposal – Incentivize Developers

Proposal:

There is a proposal to project base rental certificates to provide an incentive for developers to include some percentage of units for MFP participants through Department of Housing's development rounds.

Questions:

Do you have any further detail on the change, data to support the need, the funding method, the expected funding obligation, and any expected evaluation of the efficacy of the initiative?

Data based on Challenges

- 38% of MFP participants utilize a rental voucher;
- Housing search adds 92 days on average to time in transition;
- Housing modifications add 82 days on average to time in transition;
- Need for both housing and modifications together, adds 152 days total (not 174) to time in transition.



Cost Analysis

Assumes: Vacancy loss paid at 80% cost of rent up to 3 months when an individual vacates a unit.

Rather than subsidizing the rent, the state will pay 80% of the fair market rent (FMR).

Example: Bridgeport, FMR for 1 BR is \$1,004. 80% = \$803 up to 3 months = \$2,409 (vacancy loss paid)

Decreases the average 3 month housing search for transitioning MFP client. Cost of delay = \$9,000 (assumes nursing home care at a cost of \$100/day (\$200/day reduced by 50% for FFP)).

Potential savings per client for expedited placement = \$6,591

Lesson 10 – Remember it is About the People



“All in all, I am very happy, satisfied, if not thrilled every day to be living an independent life. My apartment even has a view of a Naugatuck River waterfall just a few hundred yards outside my dining and living room windows.”



“They knew I had the facilities to go to the next step [to live on my own] and once I did that I had a housing coordinator, Jessica. And my transition coordinator, Amanda, who is my go to person.”

What impact has this had for people served?

We have increased the percentage of people who:

- are happy with the way they live their lives - from 62% while institutionalized to 79% after their move to the community
- report that they are doing fun things in their communities - from 42% while institutionalized to 60% after their move to the community
- increased the percentage of people who report that they are being treated the way in which they wish to be - from 82% while institutionalized to 93% after their move to the community



Public Contact Information

www.DSS.state.ct.us

Dawn Lambert

Project Director, Medicaid Rebalancing Initiatives

Department of Social Services

Division of Health Services

Dawn.Lambert@ct.gov



State of New Jersey Department of Human Services



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BUILDING RELATIONSHIPS BETWEEN SERVICES AND HOUSING AGENCIES

Janel Winter
Director, Office of Housing

Terre Lewis
Project Director, I Choose Home NJ

Overview: I Choose Home New Jersey

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- Collaborative effort
 - NJ Department of Human Services
 - ✦ Division of Developmental Disabilities (DDD)
 - ✦ Division of Aging Services (DoAS)
 - ✦ Division of Disability Services (DDS)
 - NJ Department of the Treasury
 - ✦ Office of the Ombudsman for the Institutionalized Elderly (OOIE)
 - Statewide Housing Coordinator
- Total transitions since July 1, 2008: 1463
 - IDD: 645 (DDD)
 - PD: 343 (DoAS)
 - OA: 475 (DoAS)

Setting the Stage

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- Greatest barrier to transition is adequate supply of low income, affordable and accessible housing
- How is New Jersey trying to meet this challenge?
 - Establishing partnerships
 - Building relationships
 - Finding our Champion(s)

Moving From Institutional to Community-Based Support – I/DD

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	6/30/08	6/30/09	6/30/10	6/30/11	6/30/12	6/30/13	6/30/14	8/30/14
North Jersey	399	402	390	384	361	283	0	0
Greenbrook	96	90	83	102	98	92	107	108
Woodbridge	419	394	376	356	335	309	147	82
Vineland	453	436	417	330	271	237	285	298
Woodbine	498	482	476	462	447	390	378	385
New Lisbon	454	423	415	418	401	371	416	417
Hunterdon	568	558	546	535	521	507	502	503
Total Census	2887	2785	2703	2587	2434	2189	1835	1793

Decrease 184

Decrease 910

August 30, 2014 Census: 1793

DDD Housing Goals and Achievements

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- **Olmstead and Waiting List Settlement Agreement – February 2013**

Based on 2005 and 2008 Lawsuits by Disability Rights New Jersey

- FY13 – Target 90 / Actual 167
- FY14 – Target 115 / Actual 273
- FY15 – Target 115
- FY16 – Target 115
- FY17 – Target 165

- **Closure of Two Developmental Centers**

Based on August 2012 Report of Task Force on the Closure of State Developmental Centers

- **No DC Admissions since 2010**

- **Creation of new development housing settings for >1,400 people with I/DD since FY13**

DHS Housing Innovations

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- Creation of centralized DHS Office of Housing on July 1, 2014
 - Sets housing policy for DHS
 - Works with public and private partners to ensure pipeline of housing for people served through DHS
 - Oversees day to day activities of two DHS divisions with greatest housing activity (housing for > 10,000 people) – Division of Developmental Disabilities and Division of Mental Health and Addiction Services
 - Provides education and resources on affordable and supportive housing

DHS Office of Housing

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Education About Affordable Options

- Housing subsidies through Public Housing Authorities (PHAs)
- Affordable housing (i.e., low income housing tax credit developments)
- Sharing with roommate, friend, etc.
- “Introduction to Supportive Housing” presentation available on DDD website

Centralized Housing Office

- Centralized housing policy and activities for DDD and Division of Mental Health and Addiction Services (DMHAS)
- Development of housing resources, education, etc. for individuals on the CCW and in the SP

Separation of Housing and Services



www.CityProject.org

DHS Housing Partnerships

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- **Launch of Supportive Housing Connection in January 2015**
 - Partnership with state Housing and Mortgage Finance Agency (HMFA)
 - Supports separation of housing and services, transition of contracted housing costs to DHS housing subsidies, and transition to lease-based housing in all DHS-supported settings
 - Administers DHS subsidies, including inspections, landlord recruitment and management, eligibility and income verification, subsidy processing and payment, etc.
 - ✦ As of August 2015, administers >1,500 DHS subsidies
 - ✦ As of December 2016, Will administer >10,000 DHS subsidies
 - Start-up and operating costs funded through MFP Rebalancing Funds

DHS Housing Partnerships

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- **Special Needs Housing Partnership Loan Program**
 - Partnership between DHS, Department of Community Affairs (DCA) and Housing & Mortgage Finance Agency (HMFA) and 45 municipalities to leverage local funding for affordable housing with state funds
 - Supports NJ's Olmstead settlement agreement and Olmstead transition needs
 - ✦ Municipality commits 50% of capital cost of group home from their Affordable Housing Trust Fund (AHTF)
 - ✦ DCA/HMFA commit 50% of capital cost of group home
 - ✦ DHS provides long-term housing subsidy and HCBS supports

DHS Housing Partnerships

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- **Special Needs Housing Partnership Loan Program**
 - 37 municipalities have transferred \$12.39 million to program to date; 8 additional municipalities have committed \$3.6 million
 - DCA committed \$9 million and HMFA committed \$13 million
 - As of June 30, 2015:
 - ✦ 36 projects serving 141 individuals completed
 - ✦ 22 projects that will serve 90 individuals in development
 - ✦ Program currently open for new applications

DHS Housing Partnerships

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- **Sandy Special Needs Housing Fund**
 - Increase affordable housing capacity for people with special needs after Superstorm Sandy
 - Research shows that most vulnerable citizens are most affected by lack of housing after disaster
 - Uses federal CDBG-DR funds for capital costs for development of new affordable and supportive housing for people with special needs
 - As of June 30, 2015:
 - ✦ 6 projects serving 56 people completed
 - ✦ 52 projects with 312 special needs units in development
 - ✦ Program currently open for new applications

DHS Housing Partnerships

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- **DDD Olmstead Capital**
 - Capital incentives for developers to create new housing for individuals leaving developmental centers or returning home from out-of-state placements
 - Uses public funds as “seed capital” to leverage private financing for new development
 - Up to \$25,000/bed
 - One of most successful programs supporting Olmstead transitions

DHS Housing Partnerships

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- **I Choose Home NJ Capital Awards**
 - Used MFP Rebalancing funds for \$3 million capital Request for Letters of Intent (RLI)
 - Leveraged public funds with private financing for creation of new accessible, affordable housing for Olmstead population
 - Funded up to \$250,000 in capital costs for development of new group homes for individuals leaving state developmental centers
 - Successful applicants leveraged capital award with private financing to create new housing for 48 individuals

Moving from Institutional to Community-Based Support – PD/OA

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- 1996: Under the Governor's Reorganization Plan, consolidated senior services under the Department of Health and Senior Services, Division of Aging and Community Services (DACS)
 - State's first step in consolidating services for older adults allowing for the expansion of HCBS for this population.
- FY'13 budget:
 - Transferred senior services and supports from the Department of Health and Senior Services to the Department of Human Services under the Division of Aging Services (DoAS)
 - Created a single point of access for seniors and people with disabilities and their caregivers regardless of Medicaid eligibility
 - Allowed for a continuum of coordinated long-term services and supports

Moving from Institutional to Community-Based Support – PD/OA

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- **FY '15 (July 1, 2014):**
 - Implementation of Managed Long Term Services and Supports (MLTSS) by Managed Care Organizations (MCO)
 - MLTSS is designed to expand home and community-based services, promote community inclusion and ensure quality and efficiency
 - BIP funds are being utilized to build the community-based infrastructure for MLTSS and to increase access to non-institutional services and supports through a no wrong door/single point of entry.
 - ✦ ADRC's are being utilized to accomplish the no wrong door/single point of entry goal. NJ has an ADRC in every county in the state.
- **Nursing facility census:**
 - May 2011: 29,910 residents
 - May 2015: 26,659 residents
- **HCBS participants:**
 - May 2011: 11,033 HCBS participants
 - May 2015: 13,454 HCBS participants

DHS Housing Partnerships

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- **MFP/ICHNJ Housing Partnership Program**
 - Partnership between DHS Division of Aging Services (DoAS) and NJHMFA (found our Champion)
 - Provides total capital financing incentive of \$2.5 million from MFP Rebalancing Fund to projects seeking LIHTC or multi-family financing from HMFA that set rents at 20% AMI
 - Up to \$68,000 per unit; up to 5 units per project
 - Will create housing affordable to people at extremely low incomes as those individuals are most challenging to transition to the community due to lack of income to pay rent
 - HMFA will administer funds: DoAS and Office of Housing will select projects for financing

Relationship Building and Finding Your Champion(s)

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- Letters to Nursing Facility Social Workers
 - Signed by the Ombudsman, reminding them of their role as discharge planners, which includes helping residents find housing
 - Housing Resource Guide
 - Website: page dedicated to Housing
- Letters to 70 targeted municipalities
 - Introducing the ICHNJ program and how the program could benefit their communities as they work toward meeting affordable housing obligation
- 100 Non-Elderly Disabled (NED) vouchers issued by NJDCA
- Training of OOIE volunteers
- Community Partners (found our Champion)
- Individual advocacy
- MCO Involvement

QUESTIONS?



Contact Us:

Janel Winter

Director, Office of Housing

609.292.1112 | Janel.Winter@dhs.state.nj.us

Terre Lewis

Project Director, I Choose Home NJ

609.689.0564 | Terre.Lewis@dhs.state.nj.us