

SHA Membership Meeting
April 5, 2017
Mary Roebling Building, Trenton NJ

1. Meeting was called to order at 10 AM by SHA Board of Trustees Chairperson, Melody Federico.
2. Everyone introduced themselves around the room by name and affiliation. 75 people were in attendance representing housing developers, supportive services providers, advocates, government representatives, corporate vendors and families.
3. Harry Reyes, Acting Assistant Director gave a DMHAS update.
Highlights included: 38 agencies have extended their CSS state contract and will move to the new fee for service system Jan. 1, 2018. The remainder will begin July 1, 2017. The Division will be hosting three regional FFS Transition info sessions, the first is today April 5, at the Morris County Public Safety Academy in Parsippany, April 10 at the NJ State Police, PHEAL auditorium in Ewing and April 19 at the Burlington County Emergency Services Training Center in Westampton. All sessions will be 10-3 and open to all contracted agencies transitioning in 2017. The training will include program updates, state reimbursement guidelines and a NJMHAPP presentation. The power point slides will be available on the division website.
Harry noted that
Individualized Rehabilitation Plans (IRP) will need to be submitted for all consumers regardless of the FFS transition date.
4. Minutes of the February 2017 meeting were approved. Motion: Barbara Coppens motioned; Cherry Oakley seconded.
5. Melody thanked Meeker Sharkey and Hurley for sponsoring the morning coffee klatch and networking session. Rich Skorupski highlighted offerings that would help agencies through the FFS transition designed to ensure minimal service interruption. Anthony DeGraw reviewed insurance that would protect organizations from Cyber threats and data breaches. This includes outside representation, investigation into the breach (forensic services), public relations and more. Info was distributed and members were encouraged to contact them for further details.
6. Diane Riley, SHA executive director gave the following updates:
 - a. Reviewed SHA initiative successes two of which (Investors Council and new fund offering and Training Consortium) will be presented today.
 - b. Housing Guide update will be ready at the end of April. Guide is now a resource for families and support staff. Recently close to 200 support coordinators were trained and the webinar will soon be available on the NJ DDD website. SHA is exploring opportunities to produce additional resources both for the Disability and Behavioral Health Communities.
 - c. Diane gave a brief update of her trip to Washington D.C. joining board member Krystal Odell and members of the housing community to visit members of congress about the HUD budget threats to housing funding.

Thank you to all members who submitted stories of how CDBG and HOME funds have helped create more housing and the people that have benefited. Congressional members were thanked for their opposition to changes to Medicaid.

- d. The SHA 2017 conference info was presented. Members were encouraged to stay after the meeting to discuss further ways to engage in committees or submit thoughts on index cards for themes, workshops, etc.
7. James Lordi from the Department of Community Affairs (DCA) gave a brief presentation on the National Housing Trust Fund (HTF) program. \$3.7 million will be available. Details are: \$700,000 maximum award per application and unit maximum based on size, 1 application can be submitted per entity and only 1 project per municipality will be awarded. Funds can be used for capital costs including construction, professional and financing fees, acquisition etc. More detailed information was distributed. Steven Durham gave a brief update on other activities. SRAP Applications were accepted for over 3,000 wait list slots for elderly, disabled, and families. 410 Move On vouchers were offered through Communities of Care applications. 107 applications have been received for veteran homeless vouchers. All are being processed. Steve reiterated that DCA uses the HUD Fair Market Rates for vouchers within a 10% under/over margin.
8. Lorna Runkle, President of Act-Cess USA Inc. presented the details for a grant from the Department of Labor that allows agencies to present quality training for their employees at no cost. The training can be in-house through employer trainings (where agency would be reimbursed) or through a third party. In the past 9 SHA member agencies have participated multiple times. SHA provided the structure for a consortium of multiple agencies in 2016 to share the grant. Willowglen and Delta Community Supports spoke to the effectiveness of the training and the positive consortium experience. There is a maximum of \$250,000 per consortium and \$50,000 for each agency. Members were encouraged to contact Lorna or Diane for interest in participating in a 2018 consortium. Information was distributed.
9. Diane Riley gave the policy update for Arnold Cohen of Housing and Community Development Network of NJ (HCDNNJ). In addition to the DC trip info, members were encouraged to begin to identify consumers who may attend the July 19 Congressional Reception in DC. Legislators need to hear from people who are affected by housing policy. Legislation has been introduced to increase federal low income tax credits in the both houses (S548/HR1661). State updates: Mercer County court case will continue in mid-April. The outcome could set a precedent for future exclusion of Extremely Low Income residents in municipal obligations. Sen. Lesniak and Ass. Singleton introduced legislation (S1852/A3551) to offer a \$600 million state tax credit that would be available for developers to construct affordable, mixed housing. This is moving through various committees. HCDNNJ “Thrive Campaign” needs more support. Please sign on as a supporter and encourage legislators whenever possible to endorse. For info:
<http://www.hcdnnj.org/buildathrivingnj>

10. Grace Egan, Executive Director of the NJ Foundation on Aging (NJFA) a non-profit that promotes services that enable older adults to live in community with independence gave a brief overview of her efforts to convene a group of housing stakeholders, the goal being to explore and increase affordable housing options for low income seniors. The group's first meeting included representatives from DCA, NJ Division on Aging Services, Corporation for Supportive Housing, HCDNNJ, SHA, I Choose Home, Leading Age, HMFA and more. Members were encouraged to contact Grace to discuss related topics or get involved.

11. Break for boxed lunches.

12. Panel Presentation on "Making the Case for Supportive Housing".

Diane Riley introduced Marie Mascherin, Chief Lending Officer and Leah Apgar, Lending Team Leader from New Jersey Community Capital (NJCC) and Joel Cantor, the Director of the Center for State Health Policy at Rutgers University (CSHP). NJCC is a nonprofit community development financial institution (CDFI) that provides financing and technical assistance to foster the creation of quality homes, educational facilities, and employment opportunities in underserved communities of NJ. Their focus is investing in financially sound, socially-motivated projects that are often unable to access capital from conventional sources. They manage to improve social outcomes while providing a reliable financial return to investors. NJCC discussed the new "Supportive Housing Fund" (SHF) that was developed through an investment of \$15 million from Goldman Sacks. SHF will provide flexible, affordable terms for strategic acquisition, construction and development of long-term 30 year deed-restricted, scattered site (not exclusively) affordable supportive housing units in NJ. Maximum loan amounts will be \$250,000. Loans include both senior (as low as 4.5%) and subordinate debt (as low as 2.5%). Senior debt is 74 months with longer amortization schedules based on project underwriting and subordinate debt up to 30 years. This product should be attractive to medium to smaller developers who do not always have access to commercial bank funding or tax credits. Krystal Odell of Pennreach has already applied and been approved for a loan that will be a bridge for SHF when it becomes available later in the month. She found the terms extremely attractive and lower than commercial options. In addition, NJCC has years of experience in supportive housing funding and understands projects, procedures and terminology absent from commercial experiences. Melody Federico, Chief Real Estate Officer from NewBridge echoed how helpful the ease of doing business with an experienced lender is to developers.

Professor Cantor presented on projects where the impact of funding could be assessed particularly in the area of health savings in Medicaid expenditures. Joel gave a brief overview of CSHP at Rutgers whose mission is to inform, support, and stimulate sound and creative state health policy in NJ and the US. Currently he is involved in a request from Gov. Christie to Rutgers to help innovate and improve health care delivery under Medicaid and FamilyCare focusing on health care delivery improvements for "super-utilizers". Among the findings known is that the

top 1% of Medicaid users account for 28% of the spending and the top 5% account for 61%. In addition 86% of the top 1% of users have a diagnosis that includes mental health, substance use, both or serious mental illness. The new study is a two year project with funding (pending) from The Nicholson Foundation and NJ Medicaid (expected start May). Monarch Housing is a collaborator on the project. The goals are: Link NJ Homeless Management Information System (HMIS) data with statewide enrollment and claims for the years 2011-16 in order to identify opportunities for Medicaid savings and improved patient outcomes among Medicaid beneficiaries who use homeless services. The project will also estimate the impact on Medicaid spending of permanent supportive housing (PSH), and conduct in-depth return-on-investment case studies. Funders are interested in including health impact and cost savings attributed to investments. Dialogue ensued with service providers on ways to collect the data needed to engage in this type of analysis. This would be important moving forward to attract other investors for supportive housing funds.

Panel:

Marie Mascherin, Chief Lending Officer, NJCC

Leah Apgar, Lending Team Leader, NJCC

Joel Cantor, Director Center for State Health Policy, Rutgers University

Slide presentation posted on SHA website:

<http://www.shanj.org/members/meeting-presentations>

14. The meeting concluded at 1 PM. Next meeting of the SHA membership is scheduled for Wed, June 7, 2017

15. SHA Advocacy and Policy Committee met after the formal meeting. Briefing on current issues were discussed and included state budget testimony, federal issues including Medicaid and Housing cuts, state issues included housing and mental health fee for service advocacy. Developmental Disability issues were presented by Maureen Shea of NJACP and included the campaign for a Direct Support Professional Living Wage. Next meeting TBD by phone call.

Submitted by Diane Riley, Executive Director