

Medicaid 101

Corporation for Supportive Housing

November 7th, 2024

Regional Health Hubs are an important resource for agencies who wish to deliver DHS housing supports services



Regional Health Hubs bring together multiple sectors to address state priorities and other pressing health concerns.



Functions of a Regional Health Hub:

- Convene stakeholders in healthcare and beyond around state Medicaid priorities.
- Operate a Health Information Exchange (HIE).
- Serve Medicaid and other state departments as a local expert, strategic planning partner and program implementer.
- Innovate on population and clinical health interventions in response to local needs.



Regional Health Hubs will support providers

Camden Coalition will:

- Deliver and curate trainings about the program
- Serve as a “help line” for providers to field/answer questions and troubleshoot issues throughout the process
- Liaise between the State, MCOs and providers to support implementation

All RHHs will:

- Promote the program to recruit a robust network of providers within their regions
- Conduct member/community engagement to inform program design



About **CSH**

CSH collaborates to advance solutions that use housing as a platform for services to improve the lives of the most vulnerable people, maximize public resources and build healthy communities.



Here is the CSH Team



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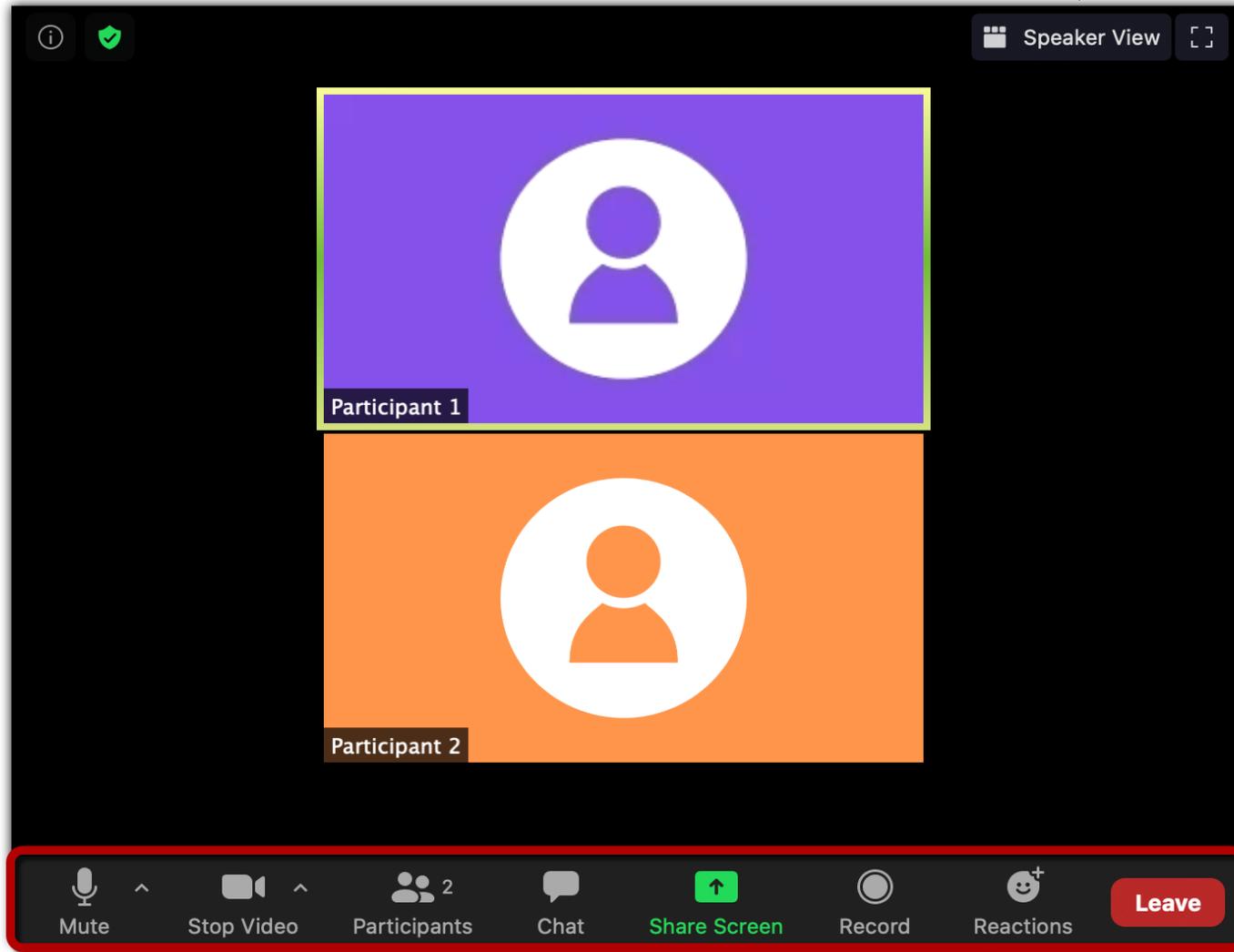
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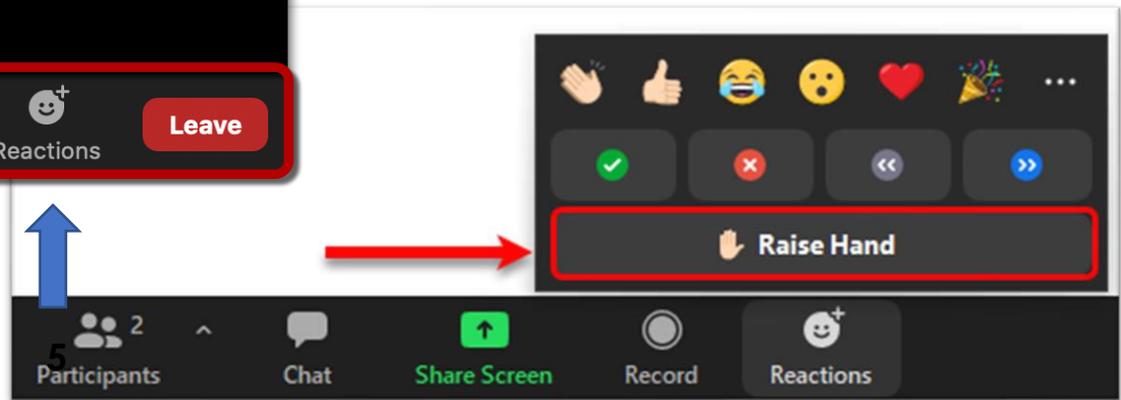
The views, opinions, and content expressed herein do not necessarily reflect the official position of the state of New Jersey's Department of Community Affairs (DCA) or Division of Medical Assistance Healthcare Services (DMAHS)

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- 1. Mute/Unmute
- 2. Video On/Off (please keep on)
- 3. Participants
- 4. Chat Box
- 5. Reactions
- 6. View Options

- 1
- 2
- 3
- 4



Let us know in the chat where you are based in New Jersey.





POLL:

What is your organization's current status with billing Medicaid for services?

1. Currently billing for behavioral health, home and community-based services or other medical services
2. Partnering with organization(s) currently billing
3. Never billed, but have staff that have billed before
4. Never billed, and have no staff that have ever billed

Today's Agenda



Why Medicaid



Medicaid program Structure in New Jersey: NJ Family Care



New Jersey's Housing Support Services and Key Differences in Program Administration if your agency is new to Medicaid

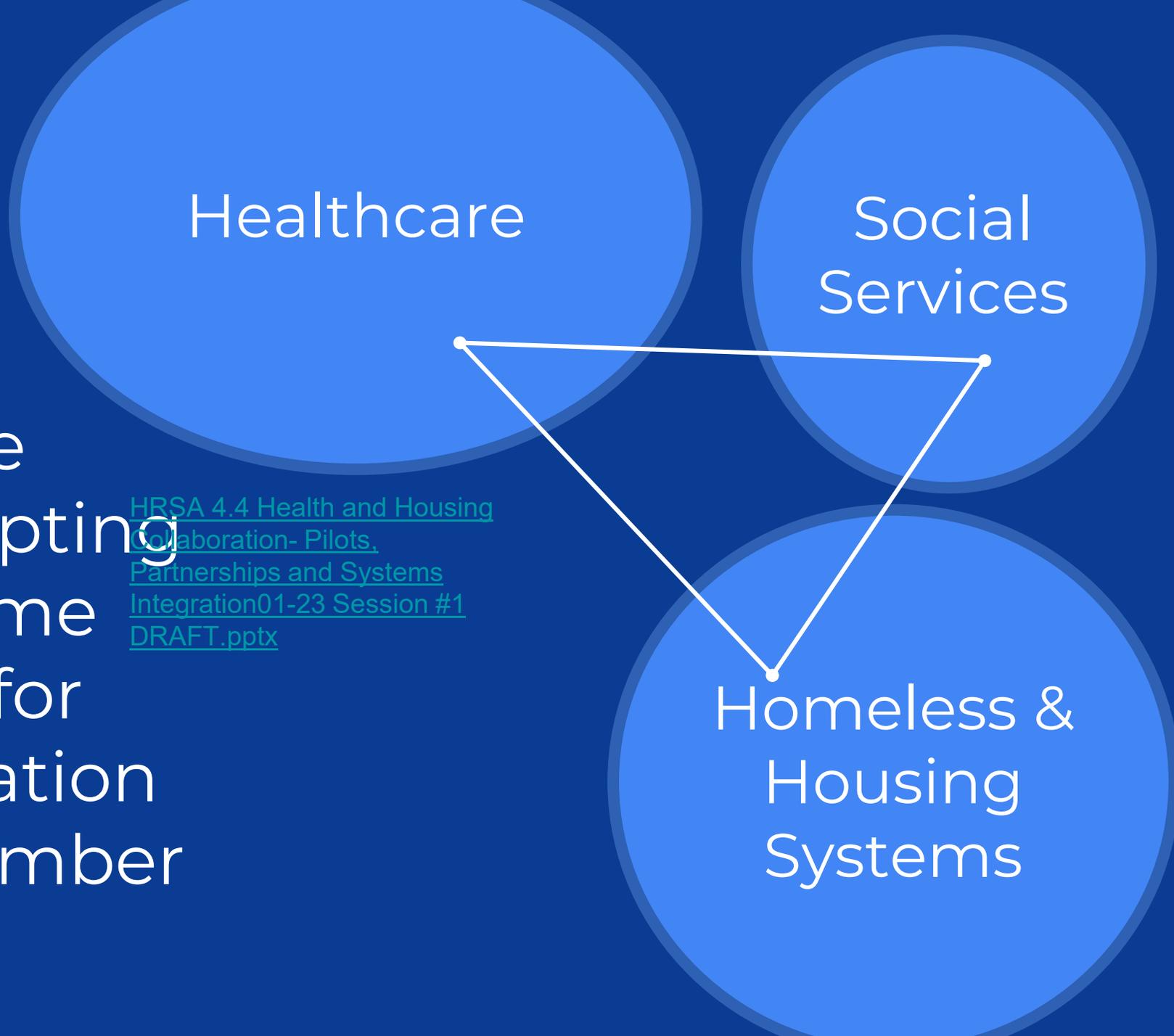


Questions and Answers

Why talk about Medicaid?

Why does housing care about Medicaid?

Multiple service systems attempting to serve the same people – need for better coordination to improve member experience



[HRSA 4.4 Health and Housing Collaboration- Pilots, Partnerships and Systems Integration01-23 Session #1 DRAFT.pptx](#)

How Lack of Housing **Impacts** Health

- People without housing suffer from **higher rates of illness** and **death**
- Homelessness **creates new problems** and **makes existing problems worse**
 - Being without a home is:
 - Stressful
 - Homelessness is traumatic
 - Dangerous
 - Violence
 - Exposure to the elements
 - Exposure to communicable diseases
 - Prevents proper daily care
 - Unhealthy diets
 - Issues storing medications
- More **hospitalizations** and **Emergency Room** visits



Overall Determinants of Health vs. US Expenditures

Determinants



2017

Expenditures



Source: Episcopal Health Foundation

DMAHS is pursuing a Whole Person Care Strategy to address both Social Determinants of Health and Health Related Social Needs

Social Determinants of Health



Social Determinants of Health (SDOH) are the conditions and environments where people are born, live, learn, work, play, worship, and age that affect a wide range of health, functioning, and quality-of-life outcomes and risks.

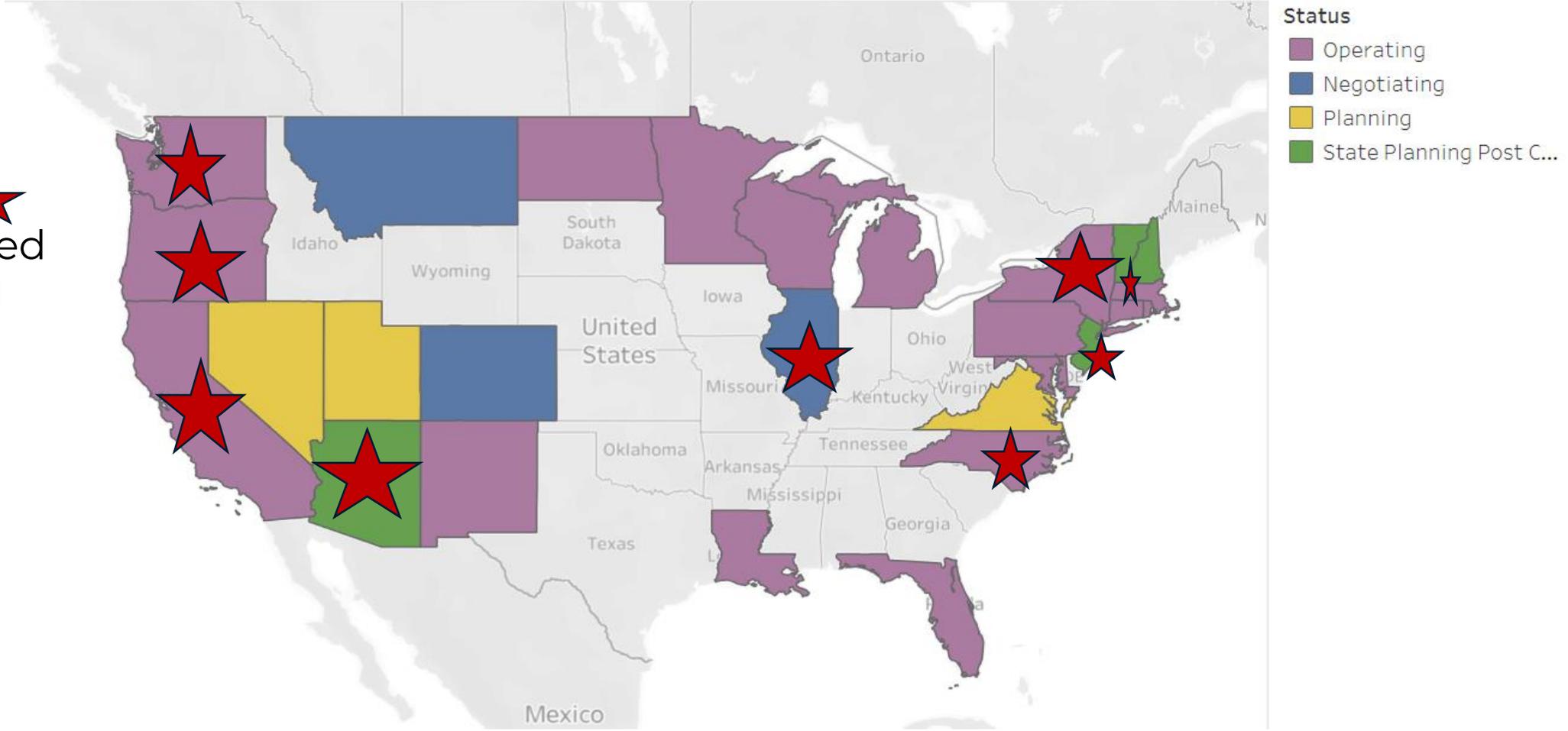
Health-Related Social Needs



Health Related Social Needs are the social and economic needs that affect the ability to maintain health and well-being.

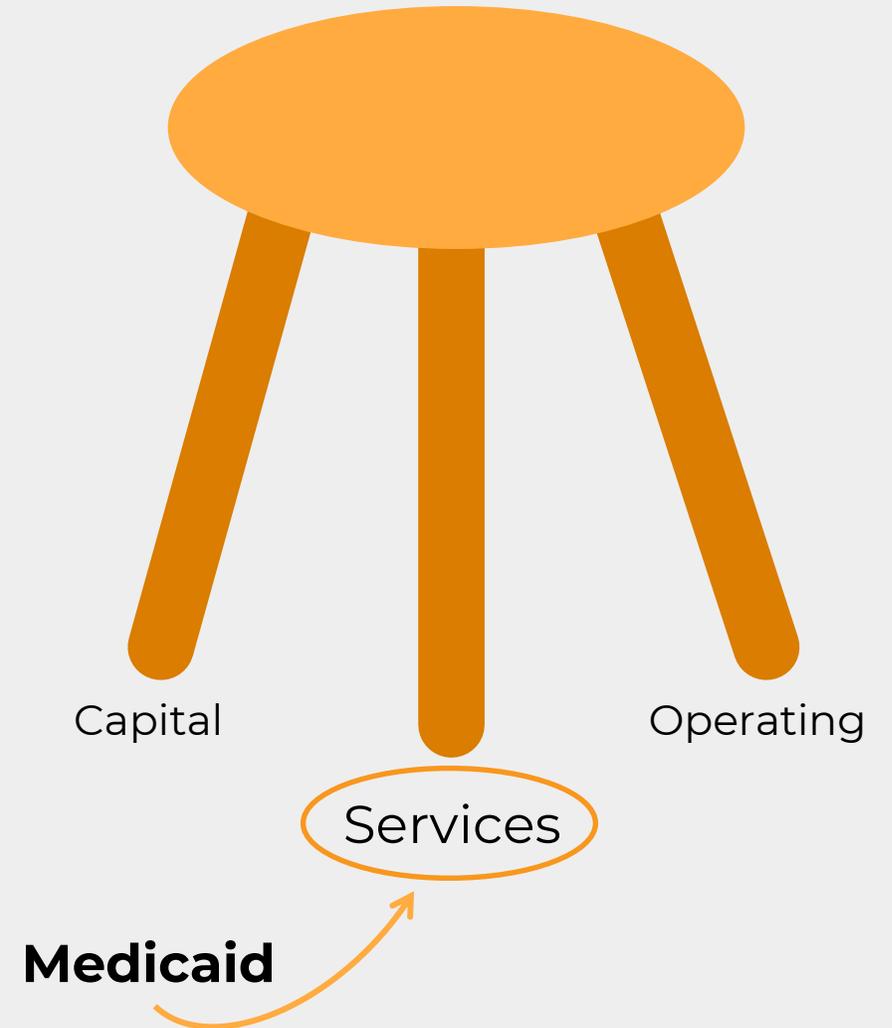
Medicaid Coverage of Housing Related Services and HRSN waivers

States with a ★ have an approved **Health-Related Social Needs** waiver



Medicaid is a **key resource that can pay for **Services!****

Permanent Supportive Housing





Medicaid Program Structure in NJ: NJ FamilyCare

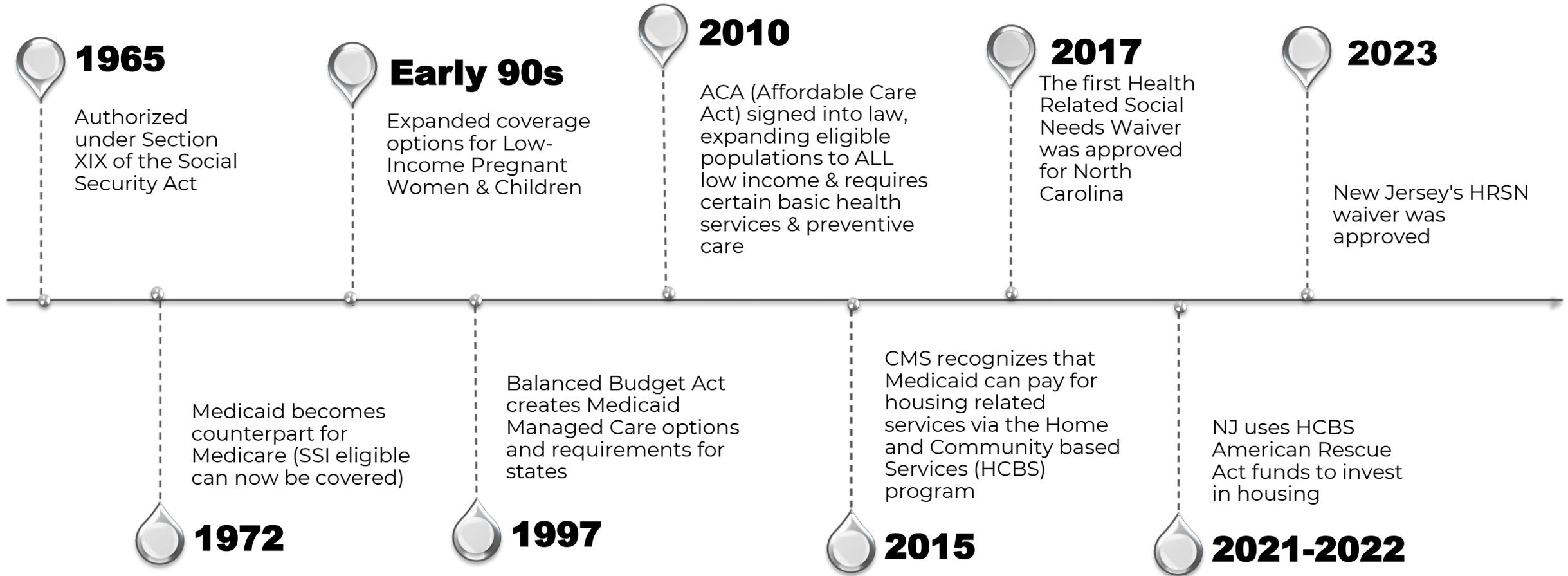
What is Medicaid?

Medicaid provides free or low-cost health coverage to millions of Americans, including eligible low-income adults, children, pregnant women, elderly adults, and people with disabilities.

We will cover...

- History
- Structure
- Players
- Landscape
 - Nationally
 - In NJ

Brief History of Medicaid



Federal Financial Partnership



- Partnership between federal government and states
- Federal oversight and structure
- State has the ability to implement within federal rules
- Each state is required to have a State Medicaid Plan that outlines how Medicaid works in that state

1115 Waivers

What is a waiver?

States can request of the federal government, the flexibility to offer different services or manage services differently.

Center for Medicaid and Medicare Services (CMS)

CMS puts out 'guidance' regarding what they are looking for and what requests are likely to be approved.

Budget Neutral

1115 waivers must be 'budget neutral', meaning they can't cost the feds any more money than doing business as usual.

How can you help?

Stay informed of waiver development process and support the community engagement process.

Medicaid **Eligibility** versus **Enrollment**

Medicaid eligible:

The person has the characteristics (low income, aged, disabled) that means they **COULD** be enrolled in Medicaid.

Medicaid enrolled:

The person is in the state computers as an **ACTUAL** NJ FamilyCare member.

Approximately 28K people are Medicaid members and experiencing homelessness in New Jersey.

Who does
NJFamilyCare
cover-

Populations

Services
available can
differ by
population

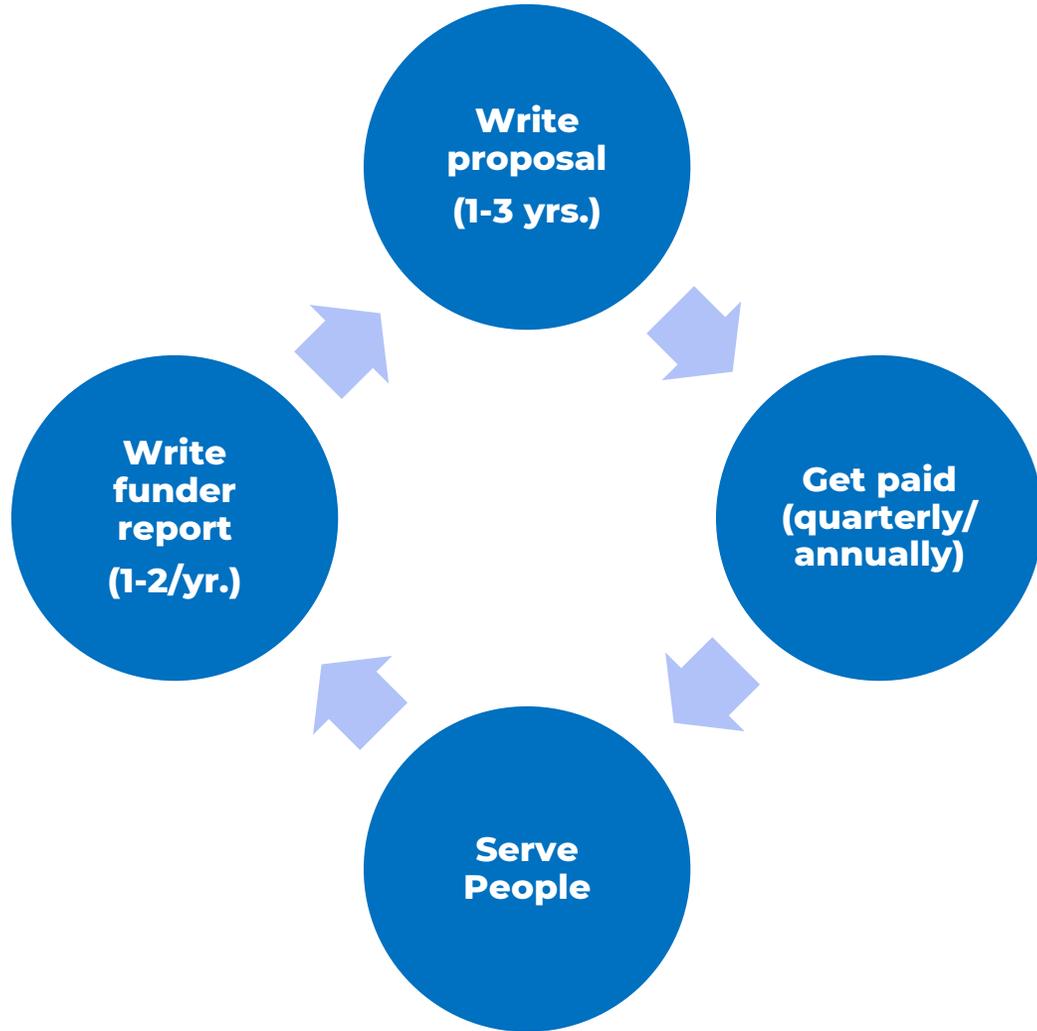
Pregnant and Parenting and
children

Aged, Blind and Disabled,
including LTSS

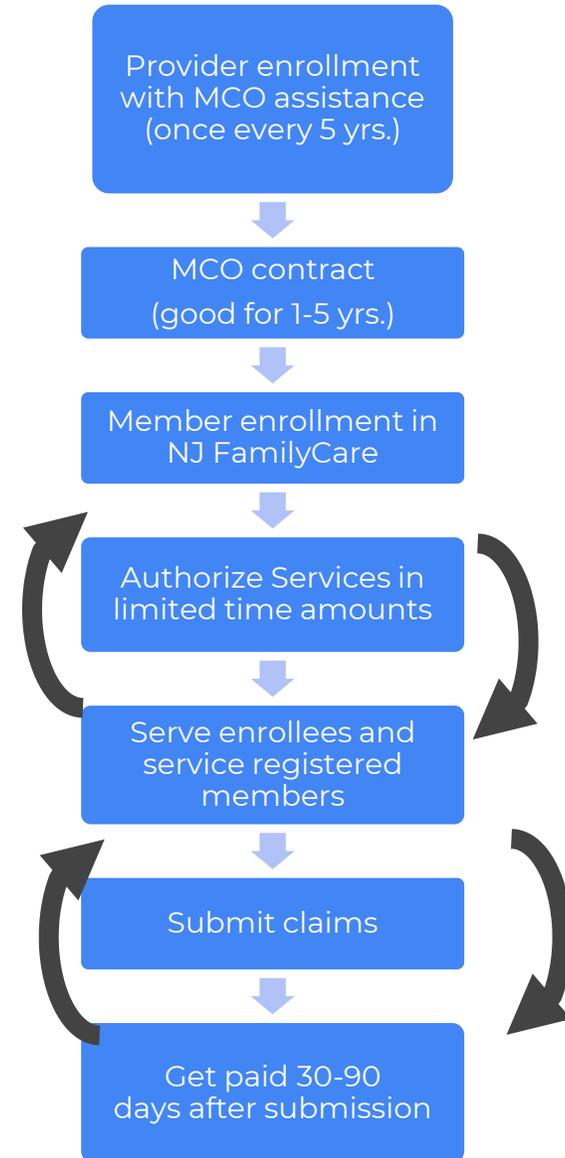
Expansion population (adults
with incomes up to 138% of FPL)

Specialty Populations

The **Grants** World Administratively



The **Medicaid** World Administratively



Medicaid Payment Mechanisms

15-minute increments

- Direct Services Staff spent at least 8 minutes with a person performing activities that meet the programs' services definitions with the beneficiary. Activities are aligned with a care plan.
- This constitutes 1 Unit of Service (UOS) and generates a claim for payment

Per Diem

- Direct Services Staff on a single day, spent the required time, performing activities that meet the programs' services definition, with the beneficiary. Activities are aligned with a care plan.
- This constitutes a Unit of Service and generates a claim for payment

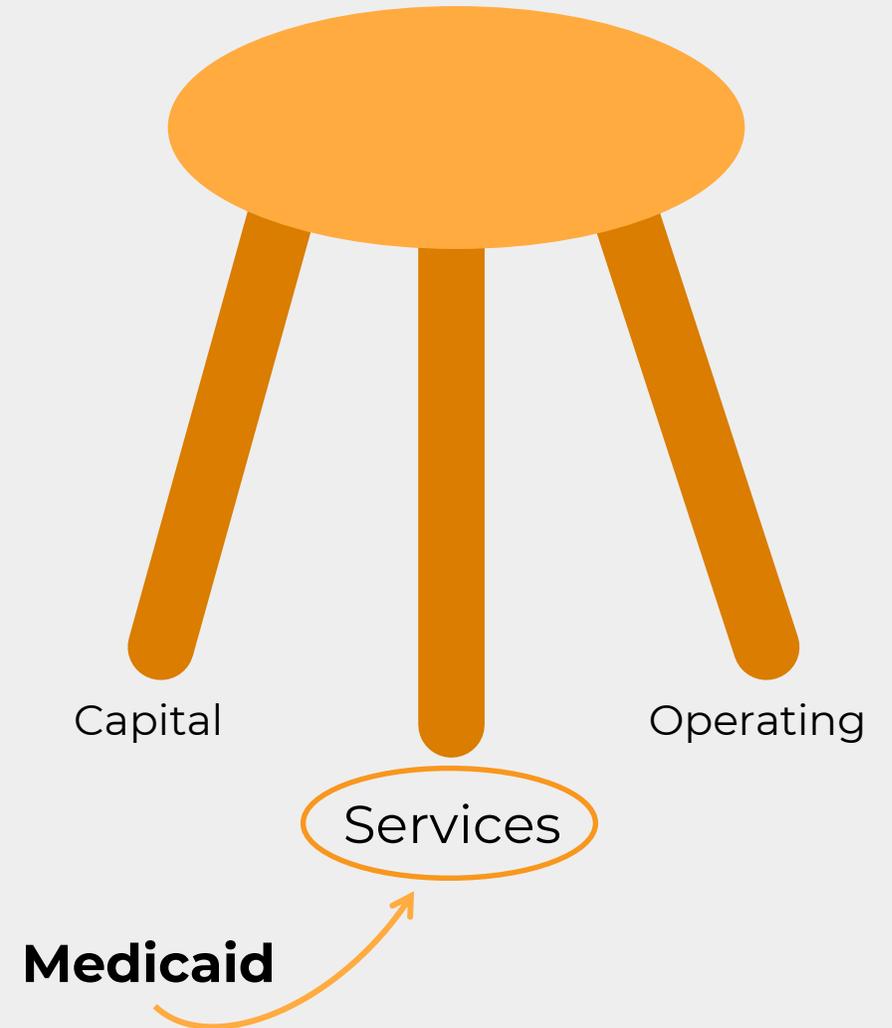
Per Member, Per Month (PMPM)

- Direct services staff met the threshold requirements for monthly billing
- Threshold requirement commonly include number of times seen, amount of time spent with, activities that fall under service definitions and are aligned with a care plan.
- Threshold requirements can be set by the state or by the MCOs

All of these require documentation that MCOs and/or DMAHS can review to ensure no fraud or abuse is occurring

Medicaid is a **key resource that can pay for **Services!****

Permanent Supportive Housing





Medicaid Program Structure in New Jersey: NJFamily Care

Who Oversees Funding?



Federal Government: CMS

- <https://www.cms.gov/>
- US Dept. Of Health and Human Services

State Medicaid Agency

- [Department of Human Services | NJ FamilyCare/Medicaid](#)
- Medicaid Program: NJ FamilyCare
- Medicaid Office: Division of Medical Assistance Healthcare Services (DMAHS)
- Health Related Social Needs (HRSN) services

Managed Care Organizations

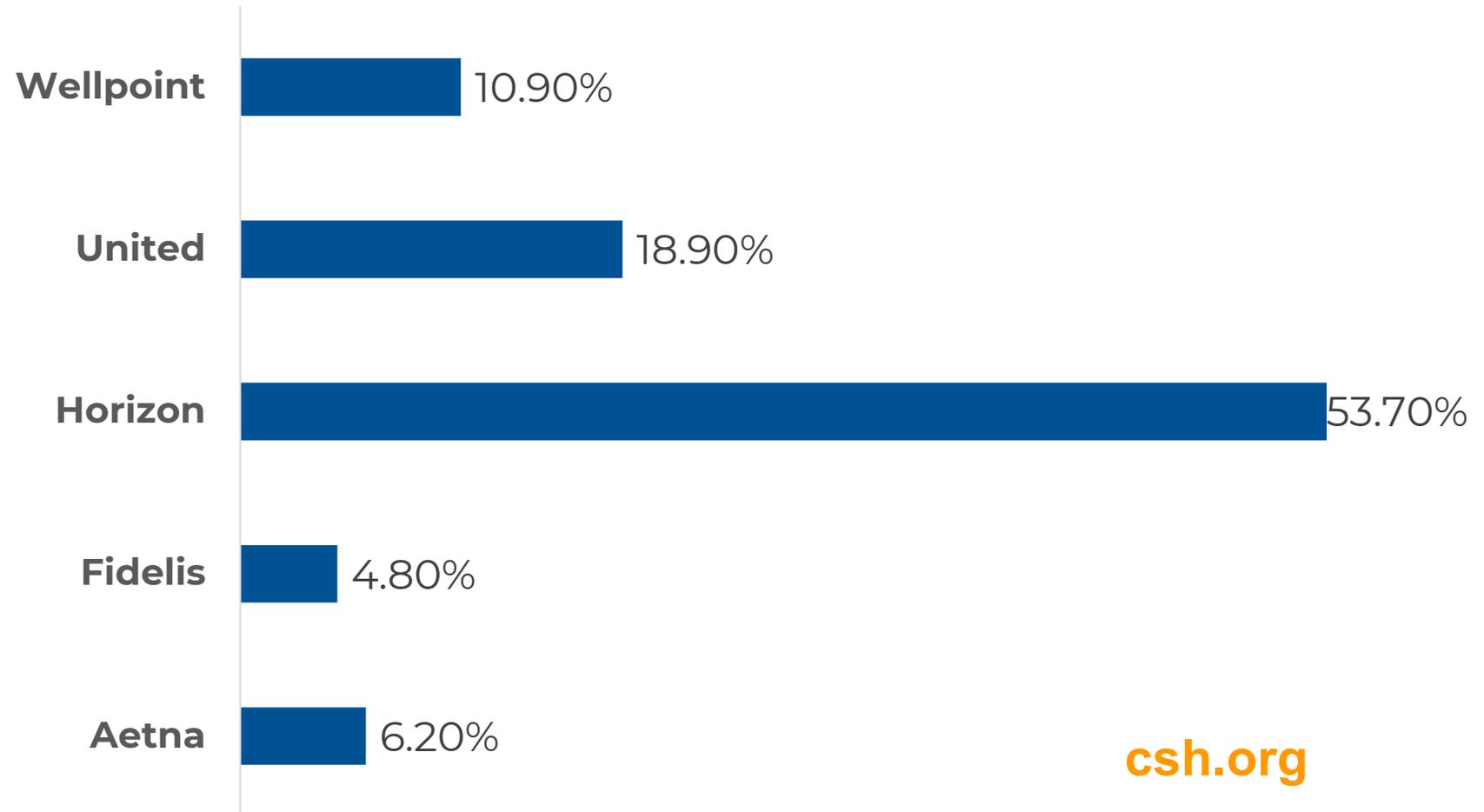
- [Department of Human Services | NJ Medicaid & Managed Care](#)
- Each plan operates statewide
- Aetna, Fidelis, Horizon, United and Wellpoint operate statewide

NJ FamilyCare 101

- NJ FamilyCare is a federally and state funded health insurance program. It was created to help qualified New Jersey residents of any age access affordable healthcare coverage.
- Over 1.8 million (20%) NJ residents are currently enrolled.
- Nearly all members are enrolled in Managed Care.
- NJ FamilyCare's comprehensive health coverage program provides a wide range of services including:
 - doctor's visits;
 - hospital services;
 - prescriptions;
 - tests;
 - vision care;
 - mental health care;
 - dental;
 - nursing home care; and
 - other healthcare services, depending on the person's eligibility category.

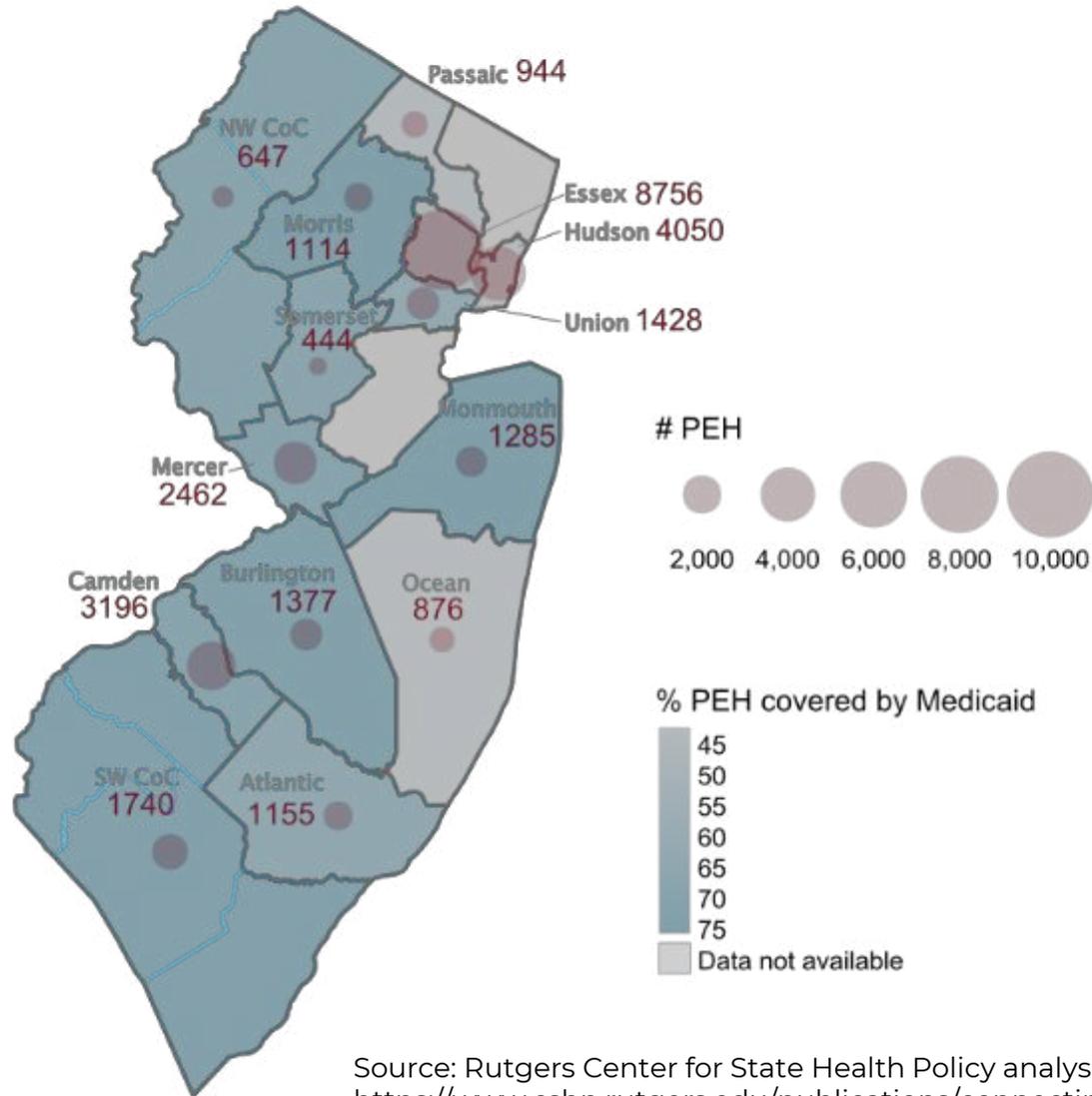
There are five different MCOs in New Jersey, each with a different share of NJ FamilyCare members

**Beneficiaries / Members by MCO/Health Plan
During August 2024**



While Horizon has the most Medicaid members overall, it's important to check to see what the most common MCOs are for your clients, it might not be this same distribution.

Nearly 60% of people statewide who use homeless services are enrolled in Medicaid



CoC	County	# PEH	PEH Covered by Medicaid	
			#	%
NJ-509	Morris	1114	845	75.9%
NJ-508	Monmouth	1285	971	75.6%
NJ-503/512	SW CoC ²	1740	1274	73.2%
NJ-502	Burlington	1377	1005	73.0%
NJ-514	Mercer	2462	1717	69.7%
NJ-503C	Camden	3196	2217	69.4%
NJ-516	NW CoC ³	647	447	69.1%
NJ-513	Somerset	444	301	67.8%
NJ-500	Atlantic	1155	742	64.2%
NJ-515	Union	1428	890	62.3%
NJ-504	Essex	8756	4186	47.8%
NJ-511	Passaic	944	404	42.8%
NJ-506	Hudson	4050	1665	41.1%
NJ-510	Ocean	876	358	40.9%
All CoCs ¹		29540	17022	All CoCs: 57.8%

¹ Excludes Bergen and Middlesex counties

² SW CoC includes Gloucester, Salem, Cumberland, and Cape May counties

³ NW CoC includes Warren, Sussex, Hunterdon counties



New Jersey's Housing Supports Program

Overview of Housing Supports program

- Goals**
- Help **find & maintain housing** for housing insecure members to **improve health outcomes**
 - Drive greater connection of the housing and health care ecosystems

- Authority**
- 1115 demonstration approved by CMS through June 2028

- Geography**
- Statewide

- Services**
- **Pre-tenancy services:** case management supports to help member find housing
 - **Tenancy sustaining services:** case management supports to help members maintain housing
 - **Residential modification and remediation:** modifications or repairs to home to ensure health & safety
 - **Move-in supports:** payment to support the setup of new housing or a move
 - **Does not include payment for rent or housing production**

- Eligibility**
- MCO enrolled
 - At least 1 clinical risk factor (e.g., chronic health condition, mental health condition)
 - At least 1 social risk factor (e.g., homeless, at risk of homelessness)

- Provider qualifications**
- Pre-tenancy and tenancy sustaining services: organizations with experience serving housing insecure populations; can demonstrate experience via participation in other comparable government programs
 - Modification and remediation services: licensed home contractors will deliver
 - Move-in supports: housing supports providers or MCOs can pay directly and be reimbursed for these costs

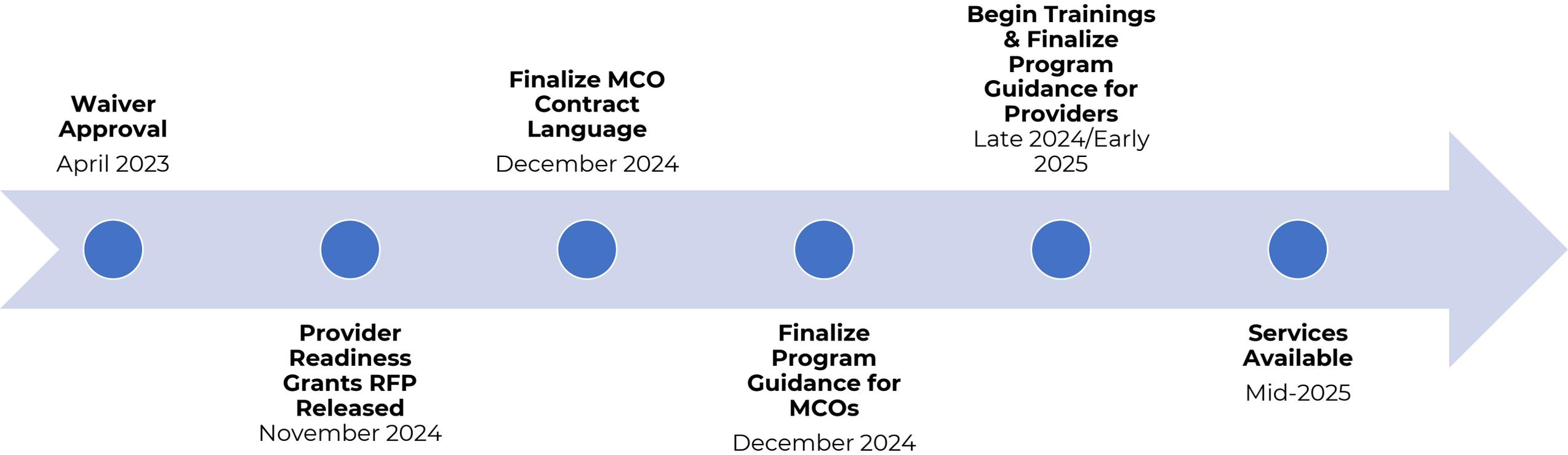
- Admin model**
- MCOs responsible for building network, paying claims, authorizing services, and MCO care management
 - Housing supports providers responsible for delivering services

Medicaid Housing Supports Program (aka the “1115 waiver program”)

What is it?

- Starting in 2025, Medicaid will pay for some housing related services for eligible individuals enrolled in Medicaid
- Medicaid is government health insurance for adults and children with low incomes
- Medicaid in NJ is called “NJ FamilyCare” operated by the NJ Department of Human Services

Program Timeline



Waiver Approval
April 2023

Finalize MCO Contract Language
December 2024

Begin Trainings & Finalize Program Guidance for Providers
Late 2024/Early 2025

Provider Readiness Grants RFP Released
November 2024

Finalize Program Guidance for MCOs
December 2024

Services Available
Mid-2025

Medicaid Housing Supports Program

What services will be provided?

- 1) Finding and applying for housing (pre-tenancy services)
- 2) Moving into housing (set up and transition services)
- 3) Modifying housing (modification services)
- 4) Staying in housing (tenancy sustaining services)

Medicaid Housing Supports Program

What services will NOT be provided?

- Payment for rent
- Funding for housing production
- Provision of or payment for housing vouchers

Medicaid Housing Supports Program

Who will provide these services?

Organizations that have the expertise to deliver the services including:

- housing providers
- community-based organizations
- social-service agencies
- case management providers

What are your questions?

Raise your (virtual) hand or put your thoughts in the chat.



What are next steps?

Next Steps

#1: Housing Supports Provider Readiness Grant

- RFP at this [link](#)
- Due December 16
- Sign up for mandatory TA session on November 26 [here](#)

#2: Provider Training: Fiscal Management

- November 21 from 10 – 11:30
- Register [here](#)

#3: Virtual “Provider Office Hours” Dec. 5 from 2 – 3 pm

- Link forthcoming!

#4: Get on the DMAHS Housing Supports Mailing List [here](#) or

