

1 MEDICAL ASSISTANCE ADVISORY COUNCIL MEETING
2 Via Zoom Videoconference
3 February 1, 2023
4 10:00 a.m.
5 FINAL MEETING SUMMARY

6 MEMBERS PRESENT:

7 Deborah Spitalnik, Ph.D., Chair
8 Sherl Brand
9 Mary Coogan
10 Theresa Edelstein
11 Beverly Roberts
12 Wayne Vivian

13 MEMBERS NOT PRESENT:

14 Chrissy Buteas
15 Dorothea Libman

16 ALSO PRESENT:

17 Lisa Asare, Deputy Commissioner,
18 NJ Department of Human Services
19 Jennifer Langer Jacobs, Assistant Commissioner,
20 NJ Division of Medical Assistance & Health Services
21 Greg Woods, Chief, Innovation Officer,
22 NJ Division of Medical Assistance & Health Services
23 Carol Grant, Deputy Director,
24 NJ Division of Medical Assistance & Health Services
25 Reut Ghodsi, Pharmacy Consultant

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Advisory Council meetings are available for viewing at
<http://www.state.nj.us/humanservices/dmahs/boards/maac/>

1 DR. SPITALNIK: Good morning. I'm Deborah
 2 Spitalnik, the Chair of the New Jersey Medical
 3 Assistance Advisory Council (MAAC), and it's my
 4 pleasure to welcome you to this February 1, 2023
 5 meeting, the first meeting of the MAAC for this
 6 calendar year. The notice of the MAAC meeting, both
 7 this meeting and the year's meetings, have been duly
 8 filed under the New Jersey Public Meetings Act, and we
 9 are in compliance with that. I will also use this
 10 moment to announce our calendar for the year of April
 11 26th, July 19th, and October 25th. That will be the
 12 meetings for this year.

13 Before I introduce the MAAC, let me just
 14 mention a few things about how we proceed. We're
 15 delighted to see so many of our Medicaid and NJ
 16 FamilyCare community participating. If you are
 17 participating as a stakeholder, you can submit
 18 questions through the question-and-answer box. There's
 19 no chat enabled for this meeting.

20 I also want to let People know that the
 21 PowerPoint slides that will be used during the meeting
 22 will be posted on the Division of Medical Assistance &
 23 Health Services (DMAHS) web page, the Department of
 24 Human Services, under the MAAC tab.

25 So let's start with introductions of the

1 members. Mary, Theresa, and Sherl, would you unmute
 2 and introduce yourselves?

3 MS. COOGAN: Sure. Thank you. Mary Coogan,
 4 President and CEO of Advocates for Children of New
 5 Jersey.

6 DR. SPITALNIK: Thank you.

7 MS. BRAND: Good morning, everyone. This is
 8 Sherl Brand. I'm Senior Vice President with CareCentrix.

9 DR. SPITALNIK: Thank you.
 10 Theresa.

11 MS. EDELSTEIN: Good morning. I'm Theresa
 12 Edelstein. I'm one of the Senior Vice Presidents at
 13 the New Jersey Hospital Association.

14 DR. SPITALNIK: Thank you.
 15 Bev and Wayne.

16 MS. ROBERTS: Good morning, everyone. I'm
 17 Beverly Roberts with the Arc of New Jersey.

18 DR. SPITALNIK: Thank you.

19 MR. VIVIAN: Wayne Vivian, President of the
 20 Coalition of Mental Health Consumer Organizations of
 21 New Jersey.

22 DR. SPITALNIK: Welcome, everyone. I will
 23 now review the agenda, which is on the screen in front
 24 of you. We've dealt with welcome and call to order.
 25 We'll approve the minutes. We'll review NJ FamilyCare

1 membership, policy implementation, Naloxone 365,
 2 Behavioral Health utilization for Developmental
 3 Disability (DD)-eligible adults, Cover All Kids, the
 4 Medicaid eligibility checks, the 2022 NJ FamilyCare
 5 year in review. So we have a mighty agenda in front of
 6 us.

7 Let me also welcome Assistant Deputy
 8 Commissioner Lisa Asare and, of course, our DMAHS
 9 colleagues Jennifer Langer Jacobs, Greg Woods, and
 10 others who you'll meet in due course.

11 We'll now turn to approval of the minutes.
 12 And so I would ask the MAAC members if there are any
 13 additions or corrections.

14 Beverly?

15 MS. ROBERTS: No.

16 DR. SPITALNIK: Anyone?

17 If not, may I have a motion for approval and
 18 a second?

19 MS. ROBERTS: Motion to approve.

20 MS. EDELSTEIN: Second.

21 DR. SPITALNIK: All those in favor.

22 MAAC MEMBERS: Aye.

23 DR. SPITALNIK: Any abstentions?

24 Any no votes?

25 By my crack calculus, I think the minutes

1 are approved.

2 We will now move into the presentation by
 3 Greg Woods on NJ FamilyCare membership.

4 Again, a reminder to put questions in the
 5 Q&A. We try to respond to those live; but if not, I
 6 want to assure everyone that all these questions are
 7 taken very seriously and brought back for further
 8 threshing by the staff.

9 So good morning, Greg, and thank you for
 10 this presentation.

11 MR. WOODS: Thank you, Dr. Spitalnik.

12 I'm just going to start by giving the normal
 13 update that we've given the last several MAACs on
 14 overall NJ FamilyCare enrollment. I think this is a
 15 continuation of the trends that we've seen previously.
 16 As of the end of last year, we had approximately 2.2
 17 million enrollees. That's an increase of about 500,000
 18 or 30 percent over our pre-pandemic levels, so quite a
 19 large increase. And as we've discussed before, we
 20 primarily attribute this growth to the federal
 21 continuous coverage requirement that has been in place
 22 since March of 2020, which in most cases has meant that
 23 members have remained enrolled regardless of whether
 24 their income or their circumstances have changed during
 25 that time period.

1 I will note we now know that that
2 requirement will begin sunseting in a couple months,
3 and we're going to talk in a lot more detail later in
4 today's presentation. All I will say now is as that
5 occurs, we would gradually expect the enrollment trends
6 to shift, and we would expect at least some decrease in
7 total enrollment. Although, since we really are in
8 uncharted territory here, I don't think we have a
9 precise estimate on what that's going to look like. So
10 in future MAACs, we will continue to keep you posted
11 and see what overall enrollment looks like as we move
12 into this new phase.

13 I'll pause there to see if there are any
14 questions on this.

15 Dr. Spitalnik, would you like me to keep
16 going? I think the next part of the agenda is also
17 mine.

18 I'm going to take silence as a yes, I think,
19 and go ahead. Please jump in, though, if you'd like me
20 to pause.

21 DR. SPITALNIK: Yes, please.

22 MR. WOODS: Thanks, Dr. Spitalnik.

23 So I think the next section of our agenda,
24 we're going to give a few brief policy updates, mindful
25 of the fact that we do have quite a robust agenda

1 today. I'm going to go through each of these
2 relatively quickly. But please do let me know if you
3 have any questions.

4 The first one I wanted to talk about is just
5 a quick update on the status of our Section 1115
6 Demonstration Renewal. As we've discussed with the
7 MAAC before, the 1115 Demonstration, the NJ FamilyCare
8 Comprehensive 1115 Demonstration, is the mechanism
9 through which we receive federal authority to run major
10 elements of our Medicaid program, and it needs to be
11 renewed and renegotiated with our federal partners
12 roughly every five years.

13 For the past two years, we've been going
14 through our renewal cycle, and we had hoped that we
15 might have an approval to report at this MAAC meeting.
16 Unfortunately, we're not quite across the finish line.
17 Our partners at the federal Centers for Medicare and
18 Medicaid Services, or CMS, have instead extended our
19 existing Demonstration for what we hope and expect will
20 be the last time to the end of this quarter, so until
21 March 31st. And they requested that extension in order
22 to allow them to complete the review and work through
23 some of the last issues with some of the federal
24 agencies they need to sign off from before the final
25 approval. All I will say here is I think we're very

1 close. We think most of the substantive issues have
2 largely been resolved. We're waiting for that final
3 sign-off, going through some of the fine print. And as
4 soon as we do have that final approval, we will give a
5 full briefing to the MAAC. And I very much hope and
6 expect that will be at our next MAAC meeting.

7 Moving on to the next policy update, I
8 wanted to give a brief update on the implementation of
9 S3455. This was legislation that was enacted and
10 signed by the Governor last year to expand access to NJ
11 WorkAbility.

12 For those who are not familiar, just as an
13 update, NJ WorkAbility is a program that provides
14 access to full Medicaid coverage to working disabled
15 individuals who wouldn't otherwise qualify. And the
16 legislation that was enacted last year, S3455, what it
17 did was loosen and make more liberal a number of the
18 eligibility requirements for this program. And we've
19 talked about this in some detail before. I want to
20 give a few quick status updates on the implementation
21 of this bill.

22 First, as some of you will already know, we
23 have divided implementation of this legislation into
24 two phases. The first phase, Phase 1, includes several
25 distinct elements. It will expand eligibility for

1 WorkAbility to older adults, so for adults 65 and over.
2 It will remove consideration of a spouse's income when
3 determining whether a member is eligible for NJ
4 WorkAbility. And it will eliminate the limits on the
5 assets that an individual can have and still qualify
6 for this program. It also allows individuals to remain
7 on the program for up to a year if they lose a job due
8 to no fault of their own. So all of that is part of
9 Phase 1. And that implementation, the work is actively
10 underway, and we are expecting to go live. We're
11 targeting April of this year for implementation of that
12 Phase 1.

13 The rest of the legislation, namely, the
14 expansion of the program to higher income levels will
15 be implemented in Phase 2. And what I can say about
16 Phase 2 is we are also very actively working on that,
17 and we are expecting to have this go live as soon as
18 possible during 2023.

19 I will just note -- I know there are some
20 outstanding questions that are of a lot of interest to
21 many of you around Phase 2 implementation, including
22 around the exact timeline as well as some questions
23 around premiums for some of the higher income
24 eligibility groups. And I will just say we are
25 continuing to work on those, and we'll share updates as

1 soon as they are available.
 2 The last thing I want to call out on this
 3 topic is that we think in addition to implementing the
 4 technical change that's part of the legislation, its
 5 also very important to us to make sure that we're
 6 reaching everyone in New Jersey who could potentially
 7 benefit from the WorkAbility program and that they
 8 understand and have the opportunity to apply through
 9 WorkAbility.

10 So as part of the effort, we're convening a
 11 WorkAbility communications strategy subgroup which will
 12 be a group of stakeholders who will help support us in
 13 communicating and advise us on how to best communicate
 14 about this program and in an effective and dynamic and
 15 inclusive way. And the first meeting of that group is
 16 going to take place later this month. So that's
 17 another path we're working on in this space.

18 Then the last policy update I wanted to give
 19 today very briefly, I just wanted to note that we have
 20 increased our Fee For Service reimbursement rates to
 21 providers for maternity-related care across a few
 22 domains. And just to give context, this is something
 23 that was funded in the State Fiscal Year '23 budget,
 24 and it's an important part of the broader Nurture NJ
 25 Initiative under the First Lady's leadership. So some

1 of the specific reimbursement changes that we've
 2 implemented include we've increased midwife
 3 reimbursement to be equal to reimbursement to
 4 physicians for the equivalent service. For both
 5 physicians and midwives, we have increased Fee For
 6 Service rates for maternity services to parity with the
 7 Medicare fee schedule. And then we've also increased
 8 the reimbursement to community doulas for providing
 9 support during labor and delivery.

10 So all of those rate increases, as I said,
 11 they were funded as part of last year's budget, and
 12 they were all implemented effective retroactive to last
 13 July 1st.

14 With that, I will pause, Dr. Spitalnik. I
 15 don't if you want to stop for questions here.

16 DR. SPITALNIK: Thank you. And how good to
 17 have this rate increase update as last week was
 18 maternal health awareness.

19 There are a few questions on the chat.
 20 Working backwards to the earlier part of your
 21 presentation. Are there still plans to have a public
 22 dashboard to keep track of enrollment after the Public
 23 Health Emergency?

24 MR. WOODS: So I will just say we currently
 25 have the NJ FamilyCare public dashboard, and probably

1 someone can put that in the chat. And that does track,
 2 and we update it regularly, overall program enrollment.
 3 It is also the case that we will publically reporting
 4 as we move into the unwinding period, some additional,
 5 more granular data. We can talk about that a little
 6 more later. But I would expect that there will be
 7 specific public reporting around the unwinding period
 8 and how things are progressing there. So the answer is
 9 yes.

10 DR. SPITALNIK: Thank you so much.
 11 Bev, you had a question.

12 MS. ROBERTS: Thank you.
 13 Thanks, Greg. This is wonderful
 14 information. I have a quick question on the Phase 1
 15 go-live for April for the Phase 1 aspects of the
 16 expansion.

17 Does April seem more like beginning of
 18 April, end of April, or is that not yet determined?

19 MR. WOODS: I'm not sure I have that
 20 granularity for you today, Bev. As we move to
 21 implementation, we will certainly communicate that.

22 MS. ROBERTS: The reason is that I know of
 23 at least one case of somebody who is going to be -- he
 24 has NJ WorkAbility. He is going to be 65 in April.
 25 And the way things had worked in the past, upon a

1 person's 65th birthday if they had NJ WorkAbility, I
 2 don't even think there was a termination letter. It
 3 was like, "Okay you're 65. You're done."

4 I don't know how many other People are going
 5 to be impacted in that way. But there is one that I
 6 specifically know of. So I just wanted to be sure that
 7 this person, upon his 65th birthday, since that is part
 8 of Phase 1, won't lose NJ WorkAbility.

9 MR. WOODS: Bev, I'm happy to follow up on
 10 that specific case. I think it's unlikely. I feel
 11 fairly confident that that person would not lose
 12 eligibility. I think this ties into the unwinding
 13 process that we're going to discuss in a few minutes.
 14 I'm happy to talk offline with you about a specific
 15 case, but I think we can be pretty confident that in a
 16 situation like that, the member would not lose
 17 eligibility.

18 MS. ROBERTS: Perfect. Thank you.

19 DR. SPITALNIK: Other comments or questions
 20 from members of the MAAC?

21 I'll just turn to one question in the chat
 22 that we can answer, which was a question about the
 23 communication strategies group, the membership for that
 24 for the WorkAbility communication. It was a question
 25 about membership for that group.

1 MR. WOODS: I'm sorry. I'm just trying to
 2 pull up the --
 3 DR. SPITALNIK: The question was who are the
 4 members of the communications strategies group for
 5 WorkAbility? Has that been established?
 6 MR. WOODS: Can we maybe take that one back
 7 and we can follow up offline on that one?
 8 DR. SPITALNIK: Absolutely.
 9 MS. JACOBS: Dr. Spitalnik, as you and a
 10 couple of other MAAC members know but maybe not
 11 everybody, we've been working with a community
 12 stakeholder group in the implementation of this
 13 WorkAbility expansion. So that's why we referred to it
 14 as a subgroup because we were expecting some of the
 15 individuals from that group would be interested and
 16 engaging in communications strategy and so sort of
 17 pulling in those individuals to have that conversation.
 18 We're also open to including others.
 19 DR. SPITALNIK: Great. Thank you.
 20 I'll now move on to our next -- Greg, thank
 21 you. I know you will be back in the course of the
 22 agenda.
 23 And we'll now move on to a presentation on
 24 Naloxone 365. And it's my pleasure to welcome Reut
 25 Ghodsi. Thank you for being with us this morning.

1 MS. GHODSI: Thank you, and good morning.
 2 I'm really happy to be here today to discuss Naloxone
 3 365, which is a new Naloxone initiative Governor Murphy
 4 announced in January.
 5 Naloxone is a life-saving drug that can
 6 reverse an opioid overdose. New Jersey's Naloxone 365
 7 Initiative is the first program in the country to allow
 8 residents to acquire Naloxone anonymously for free
 9 every day of the year and is available to any resident
 10 14 years and older. Residents can walk into a
 11 participating pharmacy and acquire one package of any
 12 FDA-approved four-milligram Naloxone nasal spray.
 13 Pharmacies can choose to participate in this program
 14 and they can look at the Board of Pharmacy website for
 15 guidance. Dispensing at community pharmacies helps us
 16 ensure access to Naloxone in all communities across the
 17 state.
 18 To bill the Naloxone, the State is using the
 19 existing Medicaid infrastructure for billing which
 20 decreases the burden on pharmacies and also allows the
 21 State to monitor program utilization.
 22 As there's increased awareness on the
 23 program, we're seeing really, really good numbers
 24 coming out. And we're really excited to share that to
 25 date over 80 pharmacies have joined the program and

1 over 690 doses of Naloxone have already been dispensed.
 2 Each of those has the potential to save a life.
 3 We're so honored to have a role in this
 4 program and have a part in combatting the opioid
 5 academic.
 6 Thank you.
 7 DR. SPITALNIK: Thank you so much for this
 8 exciting update.
 9 Are there any questions or comments from the
 10 members of the MAAC?
 11 Seeing or hearing none, we'll now move on to
 12 our next agenda item, which is behavioral health
 13 utilization for Division of Developmental Disabilities
 14 (DDD)-eligible adults in NJ FamilyCare. And I
 15 especially want to thank Jennifer Langer Jacobs and
 16 Greg Woods. This has been an issue of great interest
 17 and concern to MAAC members, and we appreciate your
 18 bringing this data forward.
 19 MR. WOODS: Thanks, Dr. Spitalnik. I think
 20 I'm going to start off here and then I will hand off to
 21 Jen in the middle of this section.
 22 So as Dr. Spitalnik said, we wanted to share
 23 the results of a data analysis we've done, looking at
 24 some of the trends in behavioral health care
 25 utilization among members who are eligible for services

1 from the Division of Developmental Disabilities. And
 2 some of you will remember, this is an analysis we had
 3 hoped to present to you at the last MAAC which,
 4 unfortunately, was not quite ready at that point, but
 5 we're happy to be able to present it today. And then
 6 after I present the results of the data analysis, as I
 7 said, I'm going to hand off to Jen who is going to go
 8 through a case study of a member in this population to
 9 give a more granular sense of how members of this
 10 category may be accessing services on the ground.
 11 Before I dive into the substance of this
 12 data analysis, I just want to specifically thank a
 13 couple of people, particularly, Michele Andrews who is
 14 a member of the DMAHS analytics team, and Nate Myers
 15 who is with the Rutgers Center for Statehouse Policy
 16 and works closely with us under contract. I will just
 17 say I'm going to be presenting some summary data
 18 analysis here, but there was a ton of hard work that
 19 they both did to prepare for this presentation over the
 20 last few months. And I just want to acknowledge that
 21 really excellent work that they have done.
 22 So just to frame this analysis and why we're
 23 presenting it, there are currently about 28,000 NJ
 24 FamilyCare adults who have a qualifying intellectual or
 25 developmental disability, and as such, have been

1 determined to be eligible for services from the
 2 Division of Developmental Disabilities. I will just
 3 note that the overwhelming majority of these members
 4 are actively receiving services, either through the
 5 Supports for Community Care programs, and then also
 6 included in this group are a smaller number who have
 7 been determined to meet the functional criteria to
 8 receive DDD services who may have receive DDD services
 9 in the past but are not currently doing so. So that's
 10 the universe we'll looking at here.

11 I will note, and you can see in the pie
 12 chart on this slide, just another important contextual
 13 fact about this population is that a slight majority of
 14 the members in this group, so around 15,000 of those
 15 members, are duly eligible for Medicare or and Medicaid
 16 which is helpful to keep in mind when looking at this
 17 data. And for those members who are duly eligible,
 18 Medicare will be the primary payer while Medicaid is
 19 responsible for covering services that Medicare doesn't
 20 and also assumes responsibility for co-pays and
 21 deductibles.

22 One important reason we wanted to look at
 23 the behavioral health (BH) experience of this
 24 population is that this population had many Medicaid
 25 behavioral health services carved into to managed care

1 in October of 2018. And so what that means is that
 2 behavioral health services that were previously
 3 directly reimbursed by Medicaid on a Fee For Service
 4 basis were incorporated into the managed care benefit.
 5 And the net result of that was that before the
 6 transition, the majority of Medicaid behavioral health
 7 expenditures on this population was outside through
 8 managed care. After the transition, the majority was
 9 through managed care. So that happened in October of
 10 2018. It's obviously been several years since that
 11 transition. So we think it's fair to ask what has our
 12 experience been over that time period. And today's
 13 analysis is going take a high-level look at some of the
 14 data we have since then. And in particular, what has
 15 happened for this population with respect to behavioral
 16 health utilization and expenditures?

17 Before I dive into the meat of the analysis,
 18 I just do want to take a minute to define what we mean
 19 by behavioral health services. And on this slide, we
 20 have a list of the services that we are looking at. On
 21 the left side of the slide are services that were
 22 carved into managed care in 2018, and as I said, these
 23 represent the majority of behavioral health
 24 expenditures for this population. On the right of the
 25 slide, there are services that remain reimbursed by

1 Medicaid on a fee-for-service (FFS) basis, so outside
 2 of managed care. But for the purposes of today's
 3 analysis, we will be looking at both of these buckets
 4 together and looking at total behavioral health
 5 utilization and expenditures.

6 One other note before we dive into this. I
 7 will just flag prescription drug utilization and
 8 expenditures are not included in today's analysis. And
 9 I just want to acknowledge that. Obviously, drugs can
 10 be an important part of behavioral health treatment.
 11 That said, from a data perspective, it can often be
 12 challenging to identify and isolate which specific
 13 prescription drug spending should be classified as
 14 related to behavioral health, particularly for drugs
 15 that may have multiple indications or that may be
 16 prescribed off-label. So given that, we didn't include
 17 drug utilization or spend in today's analysis. So
 18 that's just a caveat to keep in mind.

19 So if we want to go ahead to the next slide,
 20 this is the first of a few data analyses that I'm going
 21 to present today. I just want to pause for a moment
 22 and explain what we're looking at here. So the blue
 23 line that you're looking at in this graph, this
 24 represents the percentage of members who are eligible
 25 for services from -- and I should say of adult members

1 -- who are eligible for services from the Division
 2 Developmental Disabilities who accessed at least one
 3 Medicaid behavioral health service in a given month.
 4 They could have accessed just one service, they could
 5 have accessed more than one; but either way, if they
 6 received some kind of behavioral health care during the
 7 month that was reimbursed by Medicaid, they count
 8 towards this percentage. And that's true whether the
 9 service was through managed care or outside of a
 10 managed care plan and was delivered and reimbursed on a
 11 Fee For Service basis. So that's the blue line that we
 12 see.

13 And then we have a dotted line, and that
 14 just represents the equivalent percentage for all
 15 adults in NJ FamilyCare, so not just those with
 16 intellectual or developmental disabilities, not just
 17 those for whom behavioral health services were carved
 18 in, but all adults in NJ FamilyCare. And to state the
 19 obvious, that's a very different population across a
 20 whole bunch of different dimensions, not just the
 21 delivery system for behavioral health.

22 So I will just say I would be cautious about
 23 drawing too many conclusions from comparing the two
 24 lines. That said, we thought it was helpful to show
 25 that dotted line just as a broad point of comparison

1 and to help contextualize some of the findings around
2 our members who are eligible for services from the
3 Division of Developmental Disabilities.

4 And for both lines, we are looking at the
5 period from the beginning of 2018 to the middle of
6 2022. And we've included a vertical line at October of
7 2018 just to show when that behavioral health service
8 carve-in occurred.

9 So with all of that preamble, what are we
10 actually seeing in this graph? I think the key
11 takeaway is that for this population that we're
12 focusing on -- so again, this is the population of all
13 adults who are eligible for services from the Division
14 of Developmental Disabilities -- utilization generally
15 increases over this time period. It's not a rapid or
16 sharp increase. I think you can see on the graph it's
17 pretty gradual. And it's not enormous, but I think
18 it's a real and meaningful increase. And when you look
19 at this, there's obviously a fair amount of
20 month-to-month variation. We see a temporary decrease,
21 as you would expect, in early 2020 at the beginning of
22 the COVID-19 pandemic. But there is a gradual upward
23 overall trend. And we've called out on the graph, you
24 can see in the first six months of this period, so
25 that's January to June of 2018, where each month about

1 6 and a half percent of members in this population were
2 receiving at least one behavioral health service. And
3 that increases to around 8 percent during the last six
4 months, which is January to June of last year.

5 So then moving on to the next analysis. So
6 what we just saw was the overall trend across the
7 entire population, but as I said at the beginning,
8 slightly more than half of those members are duly
9 eligible for Medicare and Medicaid. And I will just
10 acknowledge there are some challenges when we do this
11 kind of analysis for those who are duly eligible. Our
12 data can be incomplete since we don't always have
13 direct access to Medicare claims data.

14 So for our remaining two analyses, we're
15 going to focus a little more narrowly and we are going
16 to zoom in on where we do have more complete data,
17 namely, those members who are not duly eligible, so
18 those who are not enrolled in Medicare and, therefore,
19 Medicaid is their primary payer.

20 So this graph that we're looking at here is
21 essentially the same analysis we just presented in the
22 previous slide, but this time it's restricted to those
23 members who are eligible for services from the Division
24 of Developmental Disabilities who are adults and who
25 are not enrolled in Medicare, so those for whom

1 Medicaid is the primary payor, as I said. And as a
2 reminder, that's a population of about 13,000 members.

3 In here, the orange line represents the
4 percentage of that population that has received at
5 least one behavioral health service in a given month.
6 And once again, we're showing the same comparison trend
7 using the dotted line for all NJ FamilyCare adults.
8 And, again, we're flagging the date of the carve-in
9 with a vertical line at October of 2018.

10 So what do we see here when we restrict the
11 analysis to those with Medicaid as the primary payer?
12 I think what I would say is that the trend is similar
13 to the previous slide, perhaps a bit smaller as a less
14 gentler slope. Across all periods for this population,
15 the utilization is a little bit lower but generally
16 pretty comparable. So you'll see here over the time
17 period, there has been that upward trend. We started a
18 little bit above 6 percent of members at the beginning
19 of the time period receiving a behavioral health
20 service, at least one behavioral health service each
21 month. And at the end of the period, we're closer to 7
22 percent.

23 So, again, I think this result is consistent
24 with modest but meaningful increases in behavioral
25 health utilization for the population.

1 If you look at the comparison between this
2 population and all NJ FamilyCare adults, we do see some
3 real convergence between the two. So that's to say at
4 the beginning of the period, adults in this population --
5 so, again, this is adults who are eligible for services
6 from the Division of Developmental Disabilities with
7 Medicaid as the primary payer -- were slightly less
8 likely to utilize behavioral health services in a given
9 month than all NJ FamilyCare adults. By the end of
10 this period, that gap had largely closed. And, again,
11 I will just say there are a lot of factors to consider
12 here, and those two populations are not comparable
13 across a range of dimensions. So I wouldn't make too
14 much of that single fact, but I do think it's one
15 helpful data point to give some context to what we're
16 seeing here.

17 And then if we can move to the next slide,
18 there's one last analysis that we wanted to present
19 here. I will take a minute because there's a lot going
20 on in this graph, just to orient everyone.

21 So here, we're shifting away from looking at
22 utilization, and instead, what we're looking at here is
23 average Medicaid expenditures on behavioral health. So
24 just to take a minute to talk through this. So, first,
25 just to orient everyone, we are looking at the same

1 time period as before, so the beginning of 2018 through
 2 the middle of 2022. And here, too, we're looking at
 3 the same population that we looked at in the last
 4 graph, so only those members who are eligible for
 5 services from DDD who are adults who are not duly
 6 eligible and for whom Medicaid is, therefore, the
 7 primary payer.

8 So here, the area graph, so the orange
 9 shaded section of this graph, shows the average per
 10 member per month's expenditures on behavioral health
 11 for this population. So in other words, how much did
 12 Medicaid spend on behavioral health services on average
 13 for each member each month? And one really important
 14 caveat here, it's important to note that this
 15 calculation isn't limited only to members who actually
 16 received behavioral health services; rather, it's
 17 inclusive of everyone in the population. So when we
 18 calculate this average, it includes the majority of
 19 members for whom there wasn't a behavioral health
 20 service in a given month. So that will decrease the
 21 overall average. So that's just important context to
 22 consider as you're interpreting this graph.

23 I will also say within the area graph, so
 24 within the orange-shaded area, we further decomposed
 25 expenditures into managed care expenditures, so that's

1 the dark orange section; and fee-for-service
 2 expenditures, that's the lighter orange.

3 Lastly, we, once again, used the dotted line
 4 to show the comparable experience for all NJ FamilyCare
 5 adults. And here, of course, the dotted line is
 6 showing something a bit different than the previous
 7 slides. Rather than utilization here, it's showing per
 8 member per month expenditures to have an equivalent
 9 comparison between the two groups.

10 I know that's a lot. I know everyone is
 11 probably processing the slide, but as you do, I will
 12 just give a couple of thoughts about what this slide is
 13 telling us. So I will just say I think this slide,
 14 it's a little harder to eyeball than the previous ones
 15 and come away from any clear conclusions. I think
 16 everyone can see there is a fair amount of noise and
 17 variation from month to month, as you might expect.
 18 But I do think there are a couple of important things
 19 we can say from this slide.

20 First, as you'd expect, there is a sudden
 21 and significant transition in October 2018 for mostly
 22 Fee For Service expenditures to mostly Managed Care
 23 expenditures. And, again, that's not surprising. That
 24 reflects the carve-in that took place then. But I do
 25 just want to call your attention to that. So that's

1 where the share of the graph that's sort of taken up by
 2 the dark orange becomes much larger and the share taken
 3 up by the light orange becomes much smaller. So that's
 4 one point I'll flag.

5 Second, there is meaningful growth in per
 6 member expenditures for the group that we're focussing
 7 on, so for the adult members who have Medicaid as a
 8 primary payer and who are eligible for services from
 9 DDD over this time period. And specifically, as we've
 10 called out, per member per month expenditures grew
 11 about percent from the first half of 2018 to the first
 12 half of 2022. And that rate of growth -- this is a
 13 little hard to see on the graph, but that rate of
 14 growth is somewhat higher than the per member
 15 expenditures, the growth in per member per month
 16 expenditures we saw over the same time period for all
 17 NJ FamilyCare adults. And, again, that's an average
 18 which, as you can see, looking at the graph, represents
 19 the accumulation of lots of month-to-month variation
 20 and ups and downs.

21 So what I will say about this is this is one
 22 more way of looking at this data. And, again, I
 23 wouldn't want to put too much stock in any one data
 24 point, but I think when we look at the three analyses
 25 we've presented together, they generally represent a

1 consistent picture where we see gradual moderate growth
 2 in both utilization and expenditures for the average
 3 member in this population over the post-carve-in
 4 period.

5 And I will say I think this is helpful
 6 context to frame future discussions about the most
 7 appropriate delivery system for behavioral health care
 8 services. But I will also say, looking at this high
 9 aggregate level of analysis really just provides that
 10 context. It certainly doesn't tell you everything or
 11 even most of what you'd want to know about how the
 12 program is operating.

13 So in that spirit, I'm now going to turn it
 14 over to Jen who is going to present a case study that
 15 will hopefully give you a little bit more granular
 16 sense of how we see questions around behavioral health
 17 integration playing out on the ground.

18 MS. JACOBS: Thanks, Greg.

19 After a lot of data, it can help and pause
 20 and think about people because data does represent
 21 people but doesn't necessarily tell us the whole story.
 22 We wanted to give you a sense of how this partnership
 23 between managed care and behavioral health providers
 24 can work in the interest of our members and their
 25 families, and so we pulled what we thought was a

1 representative case study. With thousands of members
 2 we could pull thousands of case studies. We thought
 3 that this one was a good example of how a family and
 4 the member, in particular, had some specific needs, and
 5 the managed care organization (MCO) became involved
 6 engaged in the case and helped the family to navigate
 7 the system for this member Joseph. So we'll give a
 8 little bit of context here.

9 Joseph had a six-month psychiatric
 10 hospitalization. And after that hospitalization, he
 11 moved from his mother's home where he had not been
 12 stable to his grandmother's home in a rural area. And
 13 he's been enrolled with his MCO since 2017, so there is
 14 some extensive case file here that we were able to
 15 refer to to show how the partnership with Joseph and
 16 his family evolved over time. Importantly, Joseph's
 17 primary diagnosis is autism spectrum disorder. He also
 18 has PICA, epilepsy, language difficulties, ADHD, and a
 19 brain stem tumor. His behaviors included hitting and
 20 pinching and using his physical size to restrict
 21 others' movements, destruction of his home environment,
 22 and elopement, leaving the home unexpectedly. He was
 23 verbally aggressive and had engaged in sexually
 24 inappropriate acts.

25 Importantly, in the blue box on the

1 right-hand side, Joseph's grandmother was overwhelmed
 2 and worried when she originally made contact with the
 3 Managed Care Organization as he enrolled. He was
 4 growing very quickly and did not understand his size
 5 and strength. He would leave home and go missing; the
 6 elopement, I mentioned before, which was very stressful
 7 for her. And she really needed support and help
 8 coordinating these complex care needs as he had just
 9 recently come to live with her.

10 When the care manager connected with the
 11 grandmother, she conducted a clinical assessment.
 12 That's a comprehensive assessment. It included, of
 13 course, health and health care needs, cognitive and
 14 functional needs, but also asked questions about
 15 Joseph's history in the community, caregiver support
 16 and caregiver strain, language and communication
 17 preferences of the family, and health-related social
 18 needs, which come into play a little bit later.

19 So initially, they worked together on
 20 Joseph's health care needs. And, of course, this
 21 evolves over time, especially with a complex case. But
 22 some of the activities that they engaged in, the care
 23 manager helped Joseph's grandmother to establish him
 24 with a new primary care provider in her area and then
 25 coordinated with specialized providers, including the

1 psychiatrist, the neurologist, dental, lab, and ABA
 2 autism services in the home. They were working on
 3 avoiding readmission to the hospital. They were also
 4 working on medication management, diabetic nutrition
 5 counseling, and epilepsy management. There were some
 6 transportation needs to get to appointments.
 7 Ultimately, they ended up using the Personal Preference
 8 Program to hire a worker for about 25 hours a week of
 9 self-directed personal care for Joseph and providing
 10 some respite for the grandmother.

11 And then as that really health-care-focused
 12 discussion was happening and that care plan was being
 13 built, Joseph's care manager was also helping to
 14 connect the family to other community resources. And
 15 this is something that we would want to see. So they
 16 were having conversations about financial assistance,
 17 poison control resources related to pica, a summer
 18 recreation program and a kinship navigator program for
 19 socialization and respite for the family, home safety
 20 because of some things that had been happening and that
 21 were happening over time, and then really crisis
 22 protocols and coping strategy, deep ties there, we saw
 23 to the local community when you look in the case file.

24 And related to those ties, in addition to
 25 being in contact with the grandmother, Joseph's MCO

1 care manager was also participating in care team
 2 meetings with his medical and behavioral health care
 3 providers and his community care manager.

4 This is important because we want our MCO
 5 care managers to be connected to what providers are
 6 prescribing, to any follow-up care that is needed.
 7 That is the role of the care manager, to make sure the
 8 care is coordinated and that the family knows how to
 9 navigate and is able to manage the situation.

10 So when you look through Joseph's file,
 11 there's a lot going on there over several years. You
 12 see a care plan, and we would want to see a care plan
 13 that is unique to his specific needs and context and
 14 family relationships and community circumstances.
 15 Joseph's care plan demonstrates ongoing coordination
 16 between his family and his providers and folks in the
 17 community, with his MCO care manager staying closely
 18 connected to that. And over time in the file, you see
 19 as a result of that collaboration between providers,
 20 behavioral health, medical, the MCO care manager, and
 21 other community folks, you see significant improvement
 22 for Joseph around being able to establish and maintain
 23 those medical appointments, compliance with his
 24 medication regimen, some improvement in sleep patterns
 25 that had been challenging. Behaviors at home had

1 improved. Psychiatric appointments were being kept.
 2 He's participating in social and community settings and
 3 has had not any additional inpatient stays and
 4 emergency room visits. That is one of the goals of the
 5 care planning, right, to try to maintain stability and
 6 the services that are needed in the community to avoid
 7 those kinds of exacerbations.

8 And importantly, if you remember the blue
 9 box from the first slide, his grandmother now reports
 10 no needs at this time, and she stays in contact with
 11 the MCO care manager on a regular basis.

12 So this is really just a small snapshot to
 13 give you a sense of one case. We see cases -- first of
 14 all, there are many, many more details and much more to
 15 say about this individual case of Joseph, but across
 16 the board, we see cases where managed care's care
 17 manager may be more involved than in the Joseph case,
 18 may be less involved than in the Joseph, depending on
 19 the specific needs of the situation. But we thought
 20 that this was a good one for giving a sense of kind of
 21 just if you went down the middle what might an
 22 individual case look like, and this one seemed pretty
 23 representative.

24 Dr. Spitalnik, we are happy to take
 25 questions either on the quantitative analytics of this

1 as presented by Greg, or if I can be helpful on case
 2 study side.

3 DR. SPITALNIK: Thank you very much.
 4 Beverly, I know you had a question.

5 MS. ROBERTS: Yes. Thanks very much.

6 Thank you for this example. This was an
 7 absolutely lovely successful case. I'd love to know
 8 who that psychiatrist is. What we see is it's really
 9 hard for folks within the Medicaid managed care
 10 networks to find psychiatrists who is in the network,
 11 taking new patients. All of that stuff has become
 12 really, really, really difficult for families. So
 13 great that this family was able to get the care that
 14 they needed for Joseph.

15 Another thing is I think Joseph wasn't -- it
 16 sounds like he's an adolescent. I don't know how old.
 17 But that he wasn't getting DDD services, he was
 18 probably an adolescent, maybe getting something from
 19 the CMO; it's not clear. So he's pre-DDD services,
 20 which is fine that he was able to get this help. I
 21 guess I wonder, as great as this example is, how
 22 representative it is of some of the folks that we hear
 23 about who are having so much difficulty finding a
 24 psychiatrist, getting an appointment, people who get
 25 connected to somebody but then still end up having to

1 go back to the emergency room having to be
 2 rehospitalized. But I love this successful example.

3 One other thing on the data question for
 4 Greg. So at one point, Greg was saying that it's
 5 DDD-eligible people and he gave a total number. But
 6 then there were also some things that sounded like the
 7 Care Management Organization (CMO). So I don't know if
 8 everything -- these are people that have a
 9 developmental disability, but I just wasn't clear with
 10 the data was it everybody, including people in
 11 PerformCare who are listed as DD even though they're
 12 not yet eligible for DDD services, or was it people who
 13 already have DDD services, being 21 or older?

14 MR. WOODS: Bev, as you say, there's a lot
 15 of subtlety around which population is included. I
 16 will say in order to make sure we were clear about who
 17 we were looking at, this particular analyses was
 18 focused exclusively on adults.

19 MS. ROBERTS: Okay, so 21 and over for
 20 purposes of the data that you have?

21 MR. WOODS: Yes.

22 MS. ROBERTS: Thank you. And, again, I love
 23 this example. And I would love to know who the
 24 psychiatrist is and if he or she is taking new
 25 patients.

1 MS. JACOBS: Fair point, Bev. As we move
 2 forward with discussions about how to do behavioral
 3 health integration the best way possible, we want to
 4 make sure that we are focusing on the patterns that we
 5 see in the community. One of the challenges of the
 6 existing carve-in is that it's very small. And in a
 7 behavioral health world where we have a workforce
 8 challenge in general regardless of payer, including
 9 private pay, it can be challenging to get providers to
 10 join networks and make their time available. So we've
 11 got to be sure that as we're implementing any changes
 12 in our program that we are constantly thinking about
 13 that experience on the ground and building the
 14 solutions into our contracts and our accountably work
 15 and the way that we're monitoring the program.

16 MS. ROBERTS: Thank you.

17 DR. SPITALNIK: Any other questions from the
 18 members of the MAAC?

19 I also want to express my thanks. I know
 20 how difficult it is to put together this data and how
 21 appreciative we all are of the human face on the data
 22 through this.

23 A question that I would raise, this seems to
 24 be a wonderful example of robust case management by the
 25 MCO. But given the age and DDD eligibility, I would

1 also raise questions going down the road of looking at
2 what other services on the DDD, on the long-term
3 services side that someone is getting, both as a
4 contribution to individual mental health and how we
5 coordinate all of the Medicaid resources on behalf of
6 individuals and the therapeutic nature of being
7 involved in the community and what options -- what we
8 learned from the behavioral health side also has
9 implications for the long-term services side in terms
10 of enriching both the services and the adequacy of the
11 workforce.

12 Any other questions or comments?

13 Thank you so much. I know this data has
14 been difficult. And to all those who participated in
15 the analytics, our appreciation.

16 We now turn to an update on Cover All Kids,
17 and we turn to Carol Grant.

18 Good morning, Carol.

19 MS. GRANT: Good morning. I'm really
20 pleased to be here with everyone this morning, and we
21 have quite a number of people listening. Happy to see
22 that. I'm going to tell you a little bit about where
23 we are with our important Cover All Kids Initiative.

24 This initiative has really been actively
25 underway since July of 2021. And since that time, we

1 have added 51,245 members under the age of 19 to our
2 New Jersey FamilyCare rolls. We're very proud of that.
3 It really has taken a village to get there. We want to
4 say thank you to all of our partners for helping us
5 achieve these numbers. Our goal, of course, is to
6 enroll every eligible child regardless of immigration
7 status, and we are well underway.

8 Next slide. So where are we? Remember,
9 that we have implemented this program in stages. The
10 first stage was to reach every eligible but not
11 enrolled child. And in the second stage, we are
12 reaching out to all children regardless of immigration
13 status. We are really pleased to report that our
14 coverage for all income-eligible children went live, as
15 we had planned, on January 1st of 2023. I want to make
16 a brief shout-out to the Cover All Kids working group
17 and all of our internal and external partners helping
18 us to achieve this date.

19 The New Jersey FamilyCare website is now
20 updated to show that all income-eligible children can
21 apply regardless of immigration status. A special
22 Cover All Kids site features application information,
23 frequently asked questions, posters and social media,
24 and translation instructions. We really encourage you
25 to visit us at nj.gov/coverallkids and help spread the

1 word. This program will grow only as people know about
2 it and are encouraged to apply and get enrolled if they
3 are eligible.

4 Next slide, please. For outreach, for
5 awareness of the program, we have posters and social
6 media content that are available to share in person and
7 online. Content is currently available in English and
8 Spanish, with 19 more languages on the way. And to
9 help spread the word even further and to use trusted
10 source partners in the community, New Jersey FamilyCare
11 is working on community outreach grants. A draft RFP
12 is under internal review and nearing completion. There
13 will be a notice of funding availability that will be
14 posted onto the DHS website as soon as this is
15 available. And the State wishes to award the community
16 outreach grants in early spring of 2023. So we are
17 really looking forward to that.

18 Some of us on our internal team have been
19 out and about talking to the various community partners
20 and stakeholders about this initiative and really
21 understanding the enthusiasm there is for making sure
22 we're reaching every eligible New Jersey child.

23 Next slide, please. I think the next slide
24 is really just pointing out the importance of community
25 partnerships. We have begun to do -- we want to make

1 sure that everyone is aware that New Jersey FamilyCare
2 offers coverage now for all income-eligible children
3 regardless of immigration status. We have started
4 doing numerous trainings that have included health
5 benefits coordinators, our New Jersey FamilyCare
6 presumptive eligibility providers, outreach
7 coordinators in the Office of New Americans, another
8 very valuable partner to these initiatives; county
9 welfare agencies on a weekly basis. We have made a
10 number of individual presentations to community groups,
11 including the Community Child Care Solutions, Human
12 Services directors meetings, county welfare agency
13 directors meetings, Human Services Advisory Council
14 meetings, and the Department of Health, and, again,
15 another valuable partner, the Federally Qualified
16 Health Centers (FQHCs).

17 So we're doing everything we can to make
18 sure that wherever we have partners that touch children
19 and families, that they are, in fact, aware of New
20 Jersey FamilyCare, of the Cover All Kids initiatives,
21 and can assist in getting kids and families to apply
22 and get enrolled if eligible.

23 Next slide, please.

24 Here, we're just giving you an example of
25 the kinds of outreach events that we have been doing

1 and plan to do.

2 Again, our goal is to touch as many people
3 and make as many contacts as we can to make sure we're
4 finding every eligible child. I'm not going to go
5 through this whole list, but I am going to ask all, I
6 think, 287 of you to help us spread the word. And I
7 appreciate the opportunity to talk with you about this
8 this morning.

9 That's it.

10 DR. SPITALNIK: Carol, thank you so much.

11 It's so exciting that this is in place.

12 Mary Coogan had a question.

13 MS. COOGAN: It's not a question, it's just
14 a comment. I just want to say kudos to Carol Grant and
15 her team. I've been part of some of those meetings.

16 And I think, Carol, you've really been very inclusive.
17 You've welcomed a lot of community organizations to
18 putting these materials together and really welcomes
19 the input. So thank you for doing this. I think they
20 look tremendous and I just hope everybody who is
21 listening today really shares the information so that
22 we can accomplish that goal of enrolling every child.

23 MS. GRANT: I really appreciate that, Mary.
24 I think we have had an excellent group that have worked
25 together. I'm afraid almost to mention sort of the

1 people that are in part of the internal team that have
2 helped this happen lest I leave someone out. But I do
3 have to do a shout-out for Maria Terlecki and Phyllis
4 Melendez, Lauren Koenig and Jen Kramer, Cathy Martin;
5 our own leadership, Jen Jacobs and Lisa Asare. There's
6 no way this happens without a village helping it
7 happen. So I really do appreciate the comments. Thank
8 you.

9 DR. SPITALNIK: Thank you, Carol.

10 Bev Roberts, you had a question or a
11 comment.

12 MS. ROBERTS: Yes, very quickly.

13 Thank you, Carol. This is wonderful
14 information. Very excited about covering all kids in
15 New Jersey regardless of immigration status is
16 wonderful.

17 I think I mentioned this before, but just to
18 keep in mind so if we're talking about kids with
19 intellectual and developmental disabilities who would
20 be part of getting covered as kids but then at this
21 point they would lose that coverage as soon as they're
22 not a child anymore; meaning, they would not have
23 access to getting DDD services because you have to have
24 Medicaid to get DDD services. So just to keep in mind
25 if there is a way for those kids that are covered

1 coverable under Cover All Kids to be able to have
2 Medicaid and their DDD services at 21, that would be
3 terrific.

4 MS. GRANT: Duly noted. There's nobody who
5 is going to forget that more than me, but I appreciate
6 the comment and we will make sure that we're watching
7 and growing the program as we need to. We're just
8 going to need to all think this through together, I
9 think, about how we make sure we get kids covered and
10 keep kids covered.

11 DR. SPITALNIK: Thank you so much. It
12 really speaks to the North Star of equity that's
13 characterized the program.

14 MS. GRANT: Absolutely.

15 DR. SPITALNIK: We now move on to a fairly
16 large topic about the Medicaid eligibility checks which
17 resume April 1, 2023. And, again, we turn to Greg
18 Woods and Jennifer Langer Jacobs.

19 MR. WOODS: Thank you, Dr. Spitalnik. Just
20 to frame this topic -- and I think I will probably be
21 repeating what many of you already know, but so just to
22 make sure. So as I think most of you know, since March
23 2020, we've been operating under the continuous
24 coverage requirement that I referenced earlier. In
25 short, what that has meant is that members have

1 maintained their coverage in NJ FamilyCare even if
2 their income has increased or other circumstances have
3 changed over the past now almost three years.

4 As I think many of you will also know, as
5 part of the omnibus budget appropriations bill that
6 Congress enacted at the end of last year -- so this is
7 the bill that keeps the federal government running --
8 Congress mandated that that policy, that continuous
9 coverage requirement, would end, effective on April 1
10 of this year. And I will say -- and this gets a little
11 confusing, so apologies. Part of what Congress did is
12 we had been operating under the assumption that the
13 continuous coverage requirement would end when the
14 federal health emergency ends. Part of what Congress
15 did last year was to separate those two things so that
16 the continuous coverage requirement would end starting
17 in April regardless of the status of the Public Health
18 Emergency.

19 Those of you who have been reading the news
20 over the last couple of days will have seen that the
21 Biden Administration has also announced that the Public
22 Health Emergency is ending in May, so that is also
23 happening. But at this point, we are working under the
24 timeline that Congress set in the Appropriations Act
25 and the requirement that Congress set which means that

1 the end of continuous coverage requirement will be on
2 April 1st of this year.

3 And so this is going to require us, like all
4 states, to transition back to normal eligibility
5 operations over the course of the next year, plus. In
6 particular, we're going to need to redetermine the
7 eligibility for our programs of all 2 million-plus NJ
8 FamilyCare members. And I will just note this
9 represents the largest single renewal exercise in the
10 history of our program. So today, we're going to give
11 some updates on how we're planning for that and
12 information about how it will work.

13 So if we want to go to the next slide,
14 before we get into some more detail, there are just a
15 couple of core messages I want to make absolutely sure
16 that we convey. And I'll say these are not new
17 messages, but it's important and so I'm going to repeat
18 it a couple of times. So first of all, if you are an
19 NJ FamilyCare member, if you are interacting with
20 FamilyCare members in the community, there are really
21 two simple messages that are most critical. One, we
22 need members to ensure that we have the correct mailing
23 address for them. If a member needs to update their
24 address or if they're not sure whether we have the
25 correct address, what they should do is call our

1 hotline. And that number is there, it's
2 1-800-701-0710. They should do that right away and
3 provide their updated address. This is just really
4 important because it will ensure that as we send out
5 information to our members about the renewal-related
6 processes and send out requests for information from
7 our members, that they are going to the right mailing
8 address and reaching our membership. So that's really
9 critical.

10 And then, two, and related to this and
11 equally important, members need to promptly open and
12 respond to mail from NJ FamilyCare. That really is
13 critical and will ensure that as we go through this
14 process nobody will lose coverage due to failing to
15 respond or failing to give us the documentation that we
16 need. And I will say I think we've all been in the
17 situation where we get something like this, get an
18 envelope from your health insurer, get an envelope from
19 a utility, you just put it on the counter and don't
20 open it. So a lot of sympathy for that, but it is
21 going to be very important that as we go through this
22 unwinding process that members do open their mail and
23 respond promptly. And we would appreciate assistance
24 from the members of MAAC and from all of the folks on
25 the call today to get that message out. Those are

1 really the most critical pieces for our members. And I
2 think we'll probably repeat those two points a couple
3 of times during today's presentation.

4 So with that said, before we get into some
5 of the operational details of unwinding, I do want to
6 just pause for a moment and talk about the North Star
7 principles that are guiding us as we undertake this
8 work. And we've shared these before, but I think it's
9 really important to pause and restate this. And I
10 would encourage everyone to read these principles.
11 Just to quickly highlight a couple of key points,
12 first, as we resume eligibility renewals, we will focus
13 on the quality of our work and support for our members
14 and, in particular, we are going to focus on being as
15 accurate and effective as possible, making sure we get
16 the details right and making sure that every member
17 receives the coverage that they're entitled to.

18 Second, we are going to emphasize shared
19 understanding. I will just note we acknowledge this is
20 a complicated topic. It can be hard to understand
21 sometimes how the broad principles, the broad rules,
22 may apply to individual circumstances. We have more
23 than 2 million members. Each of their circumstances is
24 unique in one way or another. And, obviously, when we
25 are doing a massive undertaking like this when we are

1 renewing eligibility for more than 2 million people,
2 that's work that needs to be automated and systematized
3 just by its nature. But at the same time, we recognize
4 that every member, as I say, is unique and there will
5 be circumstances that may not anticipate or exceptions
6 to rules, and we are committed to doing everything we
7 can to help members navigate that and to communicate in
8 a crisp and clear way about how this unwinding affects
9 all of our membership.

10 Third, it's critical that we're going to
11 rely on our operational partners to be successful in
12 this effort. This is not something that we within
13 DMAHS can accomplish alone. We'll need to rely on the
14 counties that we work with, on our MCOs, on our
15 vendors, on our sister agencies, on the regional health
16 hubs within we work. And we're going to need them to
17 work with us in a creative and innovative and
18 outcome-focused way.

19 And then similarly, we're going to rely on
20 our community stakeholders, which is to say all of you
21 on call, to play an active role and to partner with us
22 to raise awareness and communicate information about
23 this unwinding effort and also to let us know when
24 things go wrong or if there's confusion so that we can
25 correct course quickly and learn as we go.

1 And then, last, we intend to approach all of
2 this work with empathy, with positive energy, and in a
3 spirit, as I said, of collaboration.

4 So if we want to go to the next slide. I
5 wanted to spend a moment on this slide. This is an
6 updated timeline for the unwinding effort. And I just
7 want to give a loud PSA at the beginning. We have
8 presented a version of this slide at several previous
9 MAAC meetings. And every time we have presented it
10 before, we have said "This is a hypothetical timeline.
11 We don't know exactly what the timeline is going to be
12 because we don't know when the continuous coverage
13 requirement is going to end."

14 Now this is no longer hypothetical. This is
15 the real timeline. This is actually happening in
16 April. So I just want to emphasize this point. What
17 you see here is no longer speculation. This is
18 actually the process that we expect to go through.

19 I want to start by focusing on April 1,
20 2023, so that's two months from today. And that's when
21 the unwinding will really kick into action. So what do
22 we mean -- there's language, I think, in the
23 legislation and some of the guidance the federal
24 government has put out that says that states need to
25 begin unwinding operations by April 1st. So what does

1 that mean? I'll talk through for New Jersey what
2 that's going to mean. So that's the day we will begin
3 eligibility renewal processing for 1/12 of our
4 membership. And the reason I say 1/12 is that
5 unwinding is going to be a 12-month-long process. In
6 order to manage workload, we are intending to spread
7 the renewals evenly across that time period. So each
8 month during those 12 months, we will begin the process
9 for 1/12 of our total membership.

10 So when we begin that process for the 1/12
11 of our membership in April, the first step of that
12 renewal process is initiating what we call ex parte
13 renewals. And that's a Latin phrase that just means
14 that for some of our members, we expect to be able to
15 confirm that they remain eligible based on information
16 we already have access to, so things like tax data or
17 potentially data from if they've applied for SNAP
18 benefits. And so for members who fall into that
19 category, we'll confirm their eligibility, we'll send
20 them a notification, and their eligibility will
21 continue.

22 But then for all members who were not able
23 to renew on an ex parte basis, so members who we don't
24 have the information to confirm their continuing
25 eligibility, mailings will go out for those members in

1 the middle of April. And this is where, just to harken
2 back to the point I made earlier, it will be very
3 important for members to open their mail and respond
4 quickly and provide all of the needed information.
5 Members will have 30 days to respond to the mailing.
6 It just really will be critical that they do so.

7 Once that information is returned, our
8 eligibility-determining agencies will determine whether
9 a member is still eligible for NJ FamilyCare. And I
10 will just note, that will include looking at whether a
11 member may be eligible on a new basis. So that is to
12 say as part of a different eligibility group than they
13 were in perhaps before the pandemic or the last time we
14 confirmed their eligibility. We recognize that
15 people's circumstances have changed over the last three
16 years and we will be looking not just whether they
17 continue to qualify for Medicaid on the same basis that
18 they did before, but whether they may qualify under a
19 new eligibility group.

20 For members who go through that process and
21 are determined ineligible, we will then send the member
22 a notice 10 days in advance that their coverage will
23 end at the end of that month. A couple of important
24 points here that I want to make. So in that situation
25 where a member is found to be ineligible, there are

1 some important things to know.

2 First, if a member is found ineligible
3 because they didn't respond to our mailing, so we don't
4 have the information we need, and they are able to
5 subsequently provide us with that required information
6 within 90 days of the disenrollment and are found
7 eligible based on the information they then provide,
8 they're eligibility will be retroactively reinstated.
9 So there won't be any gap in their coverage. There is
10 that 90-day period if someone misses the initial
11 mailing and is found ineligible on that basis.

12 Second, I just want to note if a member is
13 found ineligible due to income and appears to be
14 eligible for coverage instead through the GetCoveredNJ
15 Exchange -- this is the Obamacare coverage -- we will
16 automatically transfer that member's information to
17 GetCoveredNJ in order to facilitate their potential
18 enrollment there.

19 And third, it's important to note -- and I
20 think Jen is going to talk about this more later -- all
21 members have the right to request a fair hearing if
22 they disagree with the determination that they're
23 ineligible for coverage.

24 I'm calling these things out because I think
25 they're important and also to say, in general, our goal

1 here as we go through the process is make sure that
 2 everyone maintains access to appropriate coverage,
 3 whether that's through Medicaid or another source such
 4 as GetCoveredNJ.

5 So with that said, going back to the
 6 timeline. If a member is determined ineligible, as I
 7 said, we would send them a notice at least 10 days in
 8 advance. When we look at the timeline for those
 9 members for whom we started, initiated the process in
 10 April, the earliest possible date we think that members
 11 could be disenrolled would be the end of May. And for
 12 that to happen, the entire process would need to work
 13 relatively quickly at each step. The member will have
 14 to respond promptly to our mailing, and we would need
 15 to process that response quickly. So we think there
 16 will be some members who will fall into that bucket,
 17 but we really think the majority -- I should say, the
 18 first month where we're going to see significant
 19 disenrollments as a result of the unwinding will be at
 20 the end of June, so the beginning of July. So that's
 21 the basic timeline for the members who we are going to
 22 initiate renewals in April. I will just say, again,
 23 that's 1/12 of our membership. And we would expect
 24 that same process to play out each month for the
 25 following 12 months, so through March of 2024. And as

1 I said, we are expecting to divide our membership
 2 evenly across the 12 months to manage workload. So it
 3 will continue over the course of the year. And then we
 4 are expecting by the end of May of 2024 the lion's
 5 share of renewals or redeterminations will have been
 6 completed and we will be back on normal footing. I
 7 will say there may, of course, be a relatively small
 8 number of cases that extend beyond May of 2024. That
 9 could be because of a fair hearing request or other
 10 specific circumstances. But for the most part, we
 11 expect this process to be complete by May of 2024.

12 If we want to go to the next slide. I want
 13 to just quickly note on this slide, the renewal process
 14 will look a bit different for different categories of
 15 members. And I will say this was the case before the
 16 COVID-19 pandemic and it will be the case during our
 17 unwinding period. So some eligibility groups have
 18 different renewal requirements. For some groups, we
 19 look at income only. For other groups, we look at
 20 assets in addition to income. For some eligibility
 21 groups, there's a clinical component of the eligibility
 22 determination process. Over the coming weeks and
 23 months, we will be working on targeted outreach and
 24 education for some of those specific groups. So aged,
 25 blind, or disabled members, members with developmental

1 disabilities, members who may be enrolled in our MLTSS
 2 program, members who may have become eligible for
 3 Medicare during the Public Health Emergency. But in
 4 the meantime, I'm going to say again, for all of these
 5 groups, the most critical advice applies the same.
 6 Please do make sure we have that updated address. If
 7 you're not sure, please call our hotline and then
 8 please be sure to promptly respond to any mail that you
 9 receive. So that really is the most important message
 10 at this moment for all eligibility groups. But I did
 11 want to acknowledge that the process will look a little
 12 different for different groups.

13 And then if we go to the next slide. I just
 14 want to quickly acknowledge that -- and I think we've
 15 discussed with the MAAC on the previous occasion, the
 16 actual work of processing renewal applications is
 17 spread in New Jersey across eligibility-determining
 18 agencies. So there are county welfare agencies in each
 19 of our 21 counties who process many of our applications
 20 and renewals and collectively they're responsible for
 21 about half of the total population, so about 1 million.
 22 And then there is the NJ FamilyCare health benefits
 23 coordinator. That's a vendor, the conduit of the
 24 State, and they are responsible for the other half.

25 I will say in both cases, the basic process

1 and guidance for members is the same, but it will be
 2 depending on the member, it may be a different party on
 3 the other side of that transaction. I will say both
 4 county welfare agencies and conduit, our health
 5 benefits coordinator, will have their redeterminations
 6 evenly spread across the 12-month period so as manage
 7 workload. And in those cases, we will be closely
 8 monitoring and making sure that they are staying on
 9 track across all eligibility groups. That's something
 10 we are going to be looking at closely on a weekly and
 11 monthly basis as we move forward.

12 So with that, I think I'm going to hand off
 13 to Jen who is going to give a couple of examples of how
 14 this process may play out in different scenarios. MS.
 15 JACOBS: Thanks, Greg.

16 So last year when we initially started
 17 preparing for this process, we introduced you at one of
 18 our MAAC meetings to four members, and we're bringing
 19 them back here today to talk through in a little bit
 20 more detail how we will support a couple of these
 21 members.

22 So just as a reminder for anybody who does
 23 not clearly remember this slide, and that's fair,
 24 Halima and Hector on the left are members who received
 25 the outcome that they would have wanted from the

1 eligibility renewal process. In Halima's case, she was
 2 determined eligible and her eligibility continues. In
 3 Hector's case, he was determined ineligible. He didn't
 4 want to remain enrolled. His eligibility ends, and he
 5 is also comfortable with that outcome.

6 The couple of members that we were concerned
 7 about in this group were Samuel and Sophia. So we
 8 wanted to spend a little time today with Samuel and
 9 Sophia as we prepare for the resumption of eligibility
 10 renewals here in New Jersey.

11 Let's talk about Samuel for a moment.
 12 Samuel responded to his eligibility mailing and he
 13 ultimately was determined ineligible due to his income
 14 or assets and he received a disenrollment notice and
 15 his account, his information that Medicaid has about
 16 him, was transferred to our state-based exchange, Get
 17 Covered New Jersey for people who don't qualify for
 18 Medicaid based on income. And so here's the thing.
 19 Samuel is not happy with the decision that was made,
 20 and he wants to remain enrolled with NJ FamilyCare. So
 21 let's talk a little bit more about -- this is what we
 22 told you last year. Let's talk a little bit more about
 23 what happened with Samuel.

24 Important to know, prior to receiving that
 25 termination notice, Samuel received a request for

1 information from his eligibility agency saying that
 2 they had verified his income at a level above the
 3 eligibility threshold. And Samuel provided some
 4 additional information to the County, but later he
 5 received this termination notice and he disagrees with
 6 the decision. It's important to know that his notice,
 7 the notice he received in the mail, includes his fair
 8 hearing rights and tells him the steps that he can take
 9 to request a fair hearing, which he needs to do pretty
 10 promptly after receiving that message.

11 What happens next? The Medicaid legal
 12 office will receive and review that fair hearing
 13 request and they will submit the request to the
 14 administrative courts. Sometimes, based on the
 15 information that's provided, the legal office is also
 16 going to go back to the eligibility agency and let them
 17 know that this hearing was requested and ask them to
 18 take another look at the case. If it's possible, the
 19 eligibility agency is going to try to resolve the fair
 20 hearing issue prior to the court date. This is
 21 important because if we can resolve a problem for
 22 Samuel quickly, obviously, we want to do that. The
 23 fair hearing process will proceed in the appropriate
 24 manner, but if we can solve the problem faster, we want
 25 to.

1 Meanwhile, because Samuel was determined
 2 income ineligible, his information was transferred over
 3 to GetCoveredNJ, as I mentioned before. And so he may
 4 at the same time receive outreach from GetCoveredNJ to
 5 assist him in applying for premium assistance for an
 6 affordable health plan. So there's a couple of
 7 potential touch points there where Samuel has filed for
 8 a fair hearing, the County may be looking to resolve
 9 the problem that Samuel has described, and he may also
 10 hear from GetCoveredNJ. This is all in the interest of
 11 making sure that his rights are respected, obviously,
 12 on the fair hearing side, and also that we're insuring
 13 coverage for him as we go forward here. So Samuel was
 14 one example that we wanted to share with you, income
 15 ineligible by the eligibility determination, but not
 16 agreeing with the decision that was made.

17 And then the second example, our friend
 18 Sophia, this is a case where Sophia did not respond to
 19 the eligibility mailing in the first place. I'm in the
 20 blue box right now. She did not respond to the
 21 mailing. She was determined ineligible because of that
 22 nonresponse. She received the disenrollment notice.
 23 Now, we don't know her income level. She may still be
 24 eligible for Medicaid. But it provides, in any case,
 25 some information about GetCoveredNJ. And Sophia now

1 says she would like to remain enrolled in NJ
 2 FamilyCare.

3 The letter that Sophia receives tells her
 4 that her coverage will end because she didn't provide
 5 the information that was needed to complete her
 6 eligibility renewal. And the notice also tells her
 7 that she can submit that information in order to have
 8 her application reconsidered. She needs to do that
 9 within 90 days. The notice gives her fair hearing
 10 rights, the same way it did for Samuel. But it's
 11 important to note that Sophia should get that
 12 information back to her eligibility agency so that they
 13 can set her back up with coverage if she's still
 14 eligible on a retroactive basis in the way that Greg
 15 described to you a few minutes ago. So she needs to
 16 respond to that renewal as soon as possible.

17 And then the County will take another look
 18 at the information she provides. If she's still
 19 eligible, they can restore her eligibility without any
 20 gap in coverage in the same MCO which can connect her
 21 to the same primary care provider. And we need to do
 22 all of that in that 90 days. We need to get that
 23 information back from her so we can do that.

24 If Sophia has questions, and certainly this
 25 applies to Samuel and all of our members, she can call

1 our 800 number and speak with an NJ FamilyCare
 2 representative. Or if she realizes in the process that
 3 she's not eligible and she just wants to go over to
 4 GetCoveredNJ, then that is absolutely an option for her
 5 as well. The important thing is we're trying to make
 6 sure that her fair hearing rights are respected, that
 7 our problem-solving is in place for her, and that she
 8 has resources and information available to her as she
 9 works through this.

10 So those were a couple of examples that we
 11 wanted to share with you about individual members. And
 12 then we wanted to talk to you a little bit about how we
 13 expect our MCO partners will support outreach to the
 14 broad population. So there are a few things to know
 15 here.

16 One, in the spring of '22, we started
 17 working with the MCOs to collect member contact
 18 information that they have that's been updated and
 19 verified by our members. If you remember, I told you
 20 at the time, this is something that was not previously
 21 permitted by federal rules but that CMS was enabling
 22 states to do in these unique circumstances. So we have
 23 been collecting updated member contact information from
 24 our MCOs and we will continue doing that.

25 In addition, the MCOs will be supporting us

1 with what you could call "get ready outreach," which is
 2 we're going to flag for them their members, each of the
 3 five MCOs will get information about their members who
 4 are set to renew in the coming month. And we're
 5 working together on the mailings and outreach that will
 6 encourage those members to, in particular, keep an eye
 7 out for renewal mail in the month ahead. So that's our
 8 "get ready" group. And we anticipate starting that
 9 outreach specifically in March of '23, March of this
 10 year.

11 And then finally, non-responder outreach, as
 12 you know or may recall from prior discussions, we have
 13 been continuing our eligibility mailings throughout the
 14 pandemic here but, obviously, not making the
 15 determinations that will result in anyone losing
 16 eligibility. In doing that, in continuing that
 17 exercise, we have been noting which members were not
 18 responding to mail and we've asked the MCOs to help us
 19 outreach those individuals. We will continue to do
 20 that in sort of this new reality and with some new
 21 federal requirements in play. So we're updating the
 22 nature of the outreach that we've asked the MCOs to do
 23 to that group. We're updating that now in accordance
 24 with the new guidance coming out from our federal
 25 partners, and we'll be continuing that in months ahead.

1 So those are just some specific examples of
 2 how we're working with the MCOs to outreach their
 3 members on a broad basis.

4 And then finally -- and I think this is our
 5 last slide, Dr. Spitalnik, on the unwinding. The key
 6 message is, which Greg has already shared, making sure
 7 that folks are updating their address with us and
 8 responding to any mail they receive from us. As we
 9 move forward in the year here, we will also be
 10 emphasizing that they have appeal rights and can file
 11 the fair hearing request. That if they lost
 12 eligibility because they didn't answer the renewal
 13 packet, we can get them back in the system if they
 14 provide the information within 90 days that
 15 demonstrates their eligibility and that that will be
 16 uninterrupted coverage, which is great.

17 And then finally, that GetCoveredNJ is an
 18 option for people who have incomes that now exceed the
 19 Medicaid thresholds.

20 So many thanks to our community partners.
 21 As Greg said before, this is really a critical set of
 22 relationships. It's an ecosystem. We work together
 23 very closely, and we do appreciate your ears on the
 24 ground and quick sharing of information where we may
 25 need to be responsive.

1 Back to you, Dr. Spitalnik, for any
 2 questions.

3 DR. SPITALNIK: Thank you so much. I know
 4 that Mary Coogan has a question and then Beverly. And
 5 I will keep up with the chat from members.

6 Mary.

7 MS. COOGAN: Thank you.

8 So thank you for all the information. I
 9 appreciate all the planning and appreciate the fact
 10 that the MCOs are helping to engage everybody in this
 11 process to make sure everybody keeps their coverage.

12 Question: Greg, when you talk about 1/12 or
 13 dividing people into groups, monthly groups, how are
 14 you determining who is in each 12th? Is that by their
 15 annual renewal date or alphabetical, random?

16 MR. WOODS: That's a good question, and I'll
 17 give a quick answer. And I know we had talked about
 18 this a little bit, I think, at a previous MAAC meeting.
 19 So first of all, I would say when we say we're dividing
 20 by 1/12, it's not just across our entire program,
 21 though that's true. We are also dividing within each
 22 eligibility determining agency, so within each of our
 23 counties, within conduit cases. Those will be evenly
 24 divided into 12 equal groups. And even more
 25 granularly, within each eligibility determining agency,

1 we're going to also make sure that we divide certain
2 categories of cases equally, because we know that some
3 bucket of cases will be more challenging on average
4 than others to complete the processing. So that's one
5 general principle.

6 A second principle that's really important
7 is -- and I think we said it before, but I'll repeat it
8 now. For members who -- as Jen just alluded to, we
9 have been going through the redetermination process
10 during the pandemic, obviously without people being
11 disenrolled if the didn't complete that process. But
12 for members who have in the year before the unwind, so
13 from April of 2022 to March of 2023, have successfully
14 completed that redetermination process and have been
15 found to be eligible, they will stay on their normal
16 schedule. So if you redetermined your eligibility,
17 let's say, in January of 2023, then your
18 redetermination would be in January of 2024. So we're
19 keeping them on that timeline.

20 For everyone else, like I said, we're
21 looking at different eligibility groups differently.
22 As a general rule, we will be looking at those who --
23 those who the last time we determined their eligibility
24 was longest to go first. That's probably a bit of an
25 oversimplification because, as I said, we're looking at

1 each group individually across each county. And we're,
2 again, making sure that the spread the even for each
3 month within each eligibility group and within each
4 county or conduit.

5 MS. COOGAN: Thank you. That's helpful.

6 DR. SPITALNIK: Mary, thank you for that
7 question and an intuitive question from the
8 stakeholder. So thank you so much for raising that.
9 Bev Roberts.

10 MS. ROBERTS: Thank you. And I actually
11 have more of a comment, a couple of comments, rather
12 than a question because I think there are probably a
13 significant number of people at this meeting
14 representing people with IDD, and I want to try to
15 prevent anxiety attacks amongst some of the people that
16 may be watching and listening today. So I wanted to
17 thank you for saying the requirement that if somebody
18 -- and I'm concerned primarily with the ABD population.
19 If they are not at this point eligible for the Medicaid
20 category that they were eligible for previously, they
21 will be reviewed for any other Medicaid category for
22 which they are eligible. So it won't just be sending a
23 termination notice, there will be a review of other
24 possible categories, including possibly of somebody --
25 I guess to inquire if they're employed, for example.

1 NJ WorkAbility could be a possibility. And then there
2 are also higher thresholds within the DDD world that I
3 think, I'm hoping, are going to work for just about
4 everybody even if the actual Medicaid office threshold
5 is not going to be suitable for a particular person.

6 And then the other thing with regard to
7 Medicaid fair hearings for anybody that needs to
8 request that, when you make that request, you can also
9 request continuation of the coverage that you currently
10 have. So during that process, until the fair hearing
11 is scheduled and held and everything else, by
12 requesting continuation, they will continue to have
13 their Medicaid services. So thank you.

14 DR. SPITALNIK: Thank you.

15 Any other comments or questions from the
16 MAAC?

17 Greg, could I ask you also to review that
18 you had spoken, I think at our last meeting, about how
19 people who are now on WorkAbility, about their
20 redeterminations.

21 MR. WOODS: Thank you for the reminder, Dr.
22 Spitalnik. So just quickly, and I think I responded to
23 one question in the Q&A about this, but because of the
24 new legislation that I discussed earlier around
25 WorkAbility eligibility that we are in the process of

1 implementing, we're going to do something specific with
2 existing WorkAbility members. And what we're going to
3 do is we're going to put them in the last quarter of
4 the unwinding period. So for members who are currently
5 in WorkAbility, their redetermination will sort of be
6 at the end of the period, so that will mean January
7 through March of next year. And that's just to give
8 additional time to allow us to put all those changes in
9 place before we do those redeterminations. So that's a
10 special case where those members, rather than being
11 spread evenly across the 12 months will be all in the
12 last 3 months of that period.

13 DR. SPITALNIK: We very much appreciate the
14 sensitivity to that and the thoughtfulness that's gone
15 into anticipating and now beginning this process and,
16 as always, your collective ability to take an
17 incredibly complex set of requirements and program and
18 make them accessible to all of us.

19 So we have been focused, as we typically
20 are, on moving ahead and the future. A tradition that
21 Director Jacobs has started, which we very much
22 appreciate, is to also look at the past and to
23 recognize the accomplishments and the magnitude of the
24 program in the past year. So I turn to Jen for a
25 review of 2022 in the New Jersey FamilyCare program.

1 Jen.

2 MS. JACOBS: Thanks, Dr. Spitalnik.

3 At DMAHS, we have to be very deliberate
4 about tracking our goals and priorities as the year
5 races by us. Our priorities, as you know, shift
6 constantly. New requirements come into play and new
7 circumstances arise. We operate a massive program in a
8 real world that is constantly changing, but we also
9 know we have to keep all those priorities, all that
10 innovation, all that troubleshooting, in motion with a
11 rhythm that guarantees we're bringing both velocity and
12 stability, those really key tenants of leadership, and
13 that we're making continuous progress across the
14 breadth of the program. So today, as I've done in
15 prior years, I want to talk to you about what we've
16 accomplished and specifically what we accomplished in
17 2022 that merits your attention, whether you knew it
18 was happening or not. So let's dive in here a little
19 bit.

20 Just as a reminder, there are three kinds of
21 work that we do at DMAHS. We think of it like this:
22 There's action on the basic; that's the A's and B's.
23 This is what we do every day no matter. It's the
24 essential work that leads to members getting services
25 and providers getting paid.

1 Change and disruption, the C's and D's, this
2 is what's happening that's new and different for better
3 and for worse that needs to be managed. The pandemic
4 was a good example back in 2020; significant change and
5 disruption.

6 Evaluation and enhancement, the E's. This
7 is about what's being measured how, what needs to
8 improve, what does success look like. And you'll see
9 examples of each of these kinds of work as we walk
10 through our four overarching goals.

11 So Goal 1, if you've been with us for
12 discussion in past years, this has not changed. Goal
13 1, every year, we want to serve people the best way
14 possible. And we break that down into three parts.
15 The first is about improving maternal/child health
16 outcomes, the second about helping members with
17 physical, cognitive, and behavioral health challenges
18 get better coordinated care. And the third, supporting
19 independence for all older adults and people with
20 disabilities who need help with daily activities. So
21 we'll dive into each of those three pieces for just a
22 minute.

23 In maternal/child health outcomes, very
24 significantly led by our First Lady and her Nurture NJ
25 strategy, we did implement this year 12 months of

1 postpartum eligibility. Some of you will recall that
2 we got approval for that the year before. We had to do
3 the technical work of implementation this year.

4 We've already talked today about the
5 increased rates for maternity care, and we also
6 expanded provider access to include all licensed
7 midwives.

8 Also in this zone, we talked about Cover All
9 Kids, how we worked with the workgroup to coordinate
10 outreach and awareness expanding enrollment of kids who
11 were already eligible but unenrolled and then
12 implemented coverage for undocumented children,
13 beginning January 1st. Significant outreach work there
14 and also deep technical systems work.

15 We implemented coverage for dispensing of
16 contraceptives up to the 12-month supply.

17 We increased the number of doula-assisted
18 births. This is still a program that's kind of growing
19 from a seed, and we've been collaborating with of the
20 Department of Health and community groups to expand the
21 doula workforce to further increase access to doula
22 care.

23 We set standards for distribution of breast
24 pumps and breastfeeding supplies, and we were glad to
25 see that this led to an increase in utilization of

1 breast pumps year over year, from State Fiscal Year '21
2 to State Fiscal Year '22. That's an example of
3 evaluation where we're looking to see the numbers move.

4 And then we initiated payments for
5 contraceptive care and community doula benefit for
6 undocumented women who were eligible under the NJSPCP
7 program. So all of this under the goal of improving
8 maternal/child care outcomes.

9 In the space around better coordinated care
10 and complex care, we increased the number of members
11 accessing autism services by 40 percent in State Fiscal
12 Year '22. And we see utilization continuing to rise in
13 the current fiscal year.

14 We also saw a 25 percent increase in the
15 number of facilities, SUD facilities, that were
16 participating in interoperability. So what is that?
17 That's electronic information exchange between
18 behavioral health care providers and physical health
19 providers. Talking about better integration there, so
20 to see more than 2,000 clinicians engaged in that way
21 is significant.

22 Unexpectedly, we partnered with a number of
23 sister agencies, including Department of Health, aging
24 services, mental health and addiction services, the
25 really great folks at the LTC Ombudsman Office, and our

1 MCOs around closure of a nursing facility that was
2 housing a very complex population. There were 400
3 people living in that nursing facility. All residents
4 were moved to new settings with person-centered care
5 planning.

6 We also began implementation of the
7 WorkAbility expansion, which we have already talked
8 about today. And we supported the "End the Epidemic"
9 strategic plan, which involved eliminating all prior
10 authorization, including step therapy for treatment of
11 HIV.

12 So pretty broad across the board. A lot
13 happening in that space. But you can see some of the
14 results, and we're excited about those.

15 And then third under Goal 1 was supporting
16 independence for older adults and people with
17 disabilities. Here, we increased rates for TBI
18 residential services and we introduced a tiered rating
19 system for assisted living facilities to encourage
20 those facilities to accept more residents who are
21 beneficiaries of our Medicaid program.

22 We also made a transition where we took
23 2,000 nursing facility residents who had long ago been
24 grandfathered in Fee For Service and therefore did not
25 have a care manager through our MCOs. We brought 2,000

1 new members into the MCOs so that they all now have a
2 care manager. And four out of our five plans were able
3 to complete that initial visit with all those new
4 members, with greater than 90 percent of those members
5 by the end of the calendar year. So that was an
6 important shift for those people who did not previously
7 have a care manager involved in their care planning.

8 We also -- and this was really an important
9 one -- implemented new MCO accountability for PCA and
10 PDN staffing. So we are hearing about unstaffed cases
11 where people were not getting the services that they
12 needed. We got together with the MCOs. We have a team
13 that said, here's the reporting that we need you to do
14 to give us assurance that people are getting the
15 services they need. We also, as you may recall, had
16 some notable provider rate increases. So between new
17 reporting and process and those provider rate
18 increases, we're now in a place where less than 1
19 percent of our PCA cases are unstaffed and less than 5
20 percent of PDN on a statewide basis as of the end of
21 2022.

22 We saw growth in our integrated Medicare and
23 Medicaid health plans in 2022 so that we have a total
24 enrollment now of more than 78,000 members who are in
25 those integrated Medicare/Medicaid plans. We call them

1 FIDE SNP.

2 And I think it's important to note that our
3 DMAHS team is really seen as national leaders in
4 thinking about dual's integration and have been very
5 active in some of those national collaboratives.

6 And then finally, I wanted to mention the
7 Healthy Homes Program which has not yet fully rolled
8 out but made a lot of progress over 2022 in partnership
9 with the Department of Community Affairs. This is our
10 investment in housing dedicated specifically to
11 Medicaid members at risk of homelessness or
12 institutionalization. And we're looking forward to
13 talking to you more about that program in 2023.

14 So that's all under Goal 1.

15 Goal 2, every bit as important because it
16 facilitates everything in Goal 1. Goal 2 is experiment
17 with new ways to solve problems. We don't intend to
18 solve problems with the same old way of doing things.
19 We need to be thinking in new ways. So that includes
20 value-based models. It includes systems and technology
21 upgrades and engaging in troubleshooting where we just
22 see issues popping up and we need to get on them.

23 So a few examples here for you. Our
24 quality-driven perinatal episode of care pilot launched
25 this year with 16 hospital-affiliated and community

1 practices. These practices are providing care for
2 about 10,000 Medicaid births statewide on an annual
3 basis. We're really excited about this model. It is
4 Year One and so there's more to come on this, but
5 certainly, a lot of work went into it to get to this
6 point. And this also was also done in partnership with
7 community groups like we've described for WorkAbility,
8 for Cover All Kids, for unwinding, like other important
9 initiatives. Just a ton of work done by our policy
10 team to get that one launched this year.

11 And speaking of the policy team, I would
12 also mention extensive discussions with CMS about our
13 1115 Proposal, which Greg has mentioned to you before
14 and we'll be bringing back to you in the spring. This
15 proposal is exciting because it will help us improve
16 integration of behavioral health benefits and also
17 introduce new services that address health-related
18 social needs. So we're really excited about that.
19 It's an extensive process still in motion, as Greg
20 described, but coming across the line very shortly.
21 This slide -- we agreed for each of our sub-goals one
22 slide for each of our sub-goals. This was the hardest
23 one to put on one slide, the way that we are using
24 systems and technology to make our program more
25 efficient and more effective for the people we serve.

1 We spent a lot of time in 2022 getting ready for
2 unwinding the Pubic Health Emergency and using new
3 technology to do that.

4 We amended our call center contract to allow
5 any member to call that one toll-free number with their
6 address update. I think I described to you last year
7 that was not something that was in place before.

8 We used new flexibility from CMS, as we have
9 said to you to be able to gather the address updates
10 that the MCOs were able to share with us. That's
11 making our return mail rate lower and improving our
12 ability to reach our members.

13 We launched the StayCoveredNJ website. This
14 is a new user-friendly format. If you go to the Cover
15 All Kids website, you will see a similar format. It's
16 different from the rest of the DMAHS and NJ FamilyCare
17 web pages, but it is our step into the future of the
18 Internet, and we're excited about it. So this website,
19 StayCoveredNJ, has the toolkit and the printables to
20 help community partners help us as we go into this
21 unwinding period.

22 We experimented -- this is technical and not
23 something that you need to understand in detail, but I
24 just want you to have a sense of it. We experimented
25 with some strategic bundling of technical coding. So

1 it takes a lot of time to build things in our system.
2 Medicaid is very complex. And the team said, you know,
3 maybe there's some different ways that we can go about
4 this and try to bundle efforts together in new ways.
5 And in doing that, they did find that they were able to
6 improve efficiency a little bit, also made testing more
7 complicated. But the experiment did bear fruit, and we
8 were excited to see where we could take that. So worth
9 noting even though it's technical and most of us don't
10 fully understand it at a level of detail.

11 And then finally, really significant
12 upgrades to our eligibility system, some of which are
13 described in the blue boxes on the right. And so I
14 just want to call out, for example, prior to 2022, you
15 could not complete your eligibility renewal online.
16 Now, many members will be able to do that. Not every
17 single member type is going to receive the invitation
18 to renew online at this time, but many of our members
19 will be able to do that. So that's an advancement for
20 members who would like to, would prefer to do that
21 online.

22 We've also -- as we talked a little bit,
23 we've upgraded eligibility screening for all programs.
24 For example, Medicare savings plans, there was deep
25 technical work involved in that as well.

1 We've significantly increased in partnership
2 with our health benefits coordinator, the automated
3 eligibility approvals that Greg mentioned. So that
4 will mean that we're able to make more determinations
5 kind of behind the scenes less needing to get members
6 directly involved, which is great. Part of that is
7 accessing SNAP data. Again, this is a flexibility that
8 CMS has provided us that we didn't have in the past, so
9 we jumped on that. And our partners at the Division of
10 Family Development were really terrific in helping us
11 set up a data-sharing agreement to be able to use their
12 SNAP eligibility determinations to say, "Aha, here is
13 the income associated with this household. We can make
14 a Medicaid eligibility determination on that basis."

15 And then finally, a number of other
16 enhancements, including race and ethnicity data
17 collection to help us in our health equity goals.

18 A lot happening on the technical side of
19 Medicaid, always. And it literally, figuratively runs
20 behind the scenes but is worth calling out because it
21 enables so much important work.

22 And then in terms of operational
23 troubleshooting, I would just point out to you free
24 Naloxone was not a project that we expected to be
25 working on. Paying claims for anonymous humans is not

1 part of the Medicaid day-to-day, but when we were asked
2 if we could do it, the team took a really
3 solutions-oriented approach and they said -- I said,
4 "Technically, I don't know if that's possible."

5 And they said, "We think we maybe could,"
6 and then they did. And it's awesome.

7 So this was not expected. It's not a
8 Medicaid program, per se. It's for everybody, as Reut
9 described. And we're really excited about it, so
10 leveraging that Medicaid infrastructure to support the
11 state on a public health basis.

12 We also finalized re-procurement for our
13 health benefits coordinator. Why does it matter to
14 you? Why is it new ways? Because when we go out and
15 recontract, we have the opportunity to say, "We would
16 like more value from you in the years to come." And in
17 this case, that means we will have more efficient mail
18 handling in partnership with the counties. Basically,
19 we'll have a digital mail room, and eligibility
20 processing will be improved, member experience will be
21 improved.

22 And then I also wanted to mention the
23 National Association of Medicaid Directors set up a
24 Health Equity Advisory Council and asked us to join.
25 We're all beginning to really deep dive into some of

1 the equity analysis where the numbers are telling us
2 and also the voices of the community are telling us
3 there are real challenges in these programs and we need
4 to think in new ways about how to tackle those
5 challenges and ensure that we're providing health care
6 in an equitable way.

7 Goal 3, a little bit more behind the scenes,
8 but we need to focus on integrity and real outcomes in
9 this program. That means when we're working with
10 operational partners, we need to hold them accountable
11 for ensuring a stable accessible continuously improving
12 program. We need to be thinking about program
13 integrity and compliance with state and federal
14 requirements. And we constantly need to monitor fiscal
15 accountability and manage risk.

16 So what did that mean for us in 2022? We
17 updated the contract with our transportation broker.
18 This will be important to you if you are working with
19 folks in the community who are saying they've had
20 trouble getting their Medicaid rides on time. And we
21 recognize this is a challenging benefit to administer
22 nationwide, but we met with our transportation broker
23 and said we need to amend this contract to get a better
24 result here. And so we're starting to see the benefit
25 of that. We've had some very good feedback from

1 providers who previously were telling us on a regular
2 basis they had issues. So more to do there.

3 We have also been working to improve the
4 provider enrollment process with the vendor responsible
5 for that. They had a backlog in 2022 which they worked
6 down significantly to bring their productivity into the
7 service levels that we expect. That will never make a
8 headline but is really, really important to our
9 providers to make them available to our members.

10 We've also implemented some new requirements
11 around MCO pediatric networks. We have addressed some
12 concerns about dental preventative care and treatment.
13 And we conducted a couple of important surveys. So if
14 you look at the blue box on the right, you'll see two
15 surveys described here. One is the CAHPS consumer
16 survey that goes to all of our NJ FamilyCare members.
17 They come back to us with things we need to know. So,
18 for example, we're not always getting an A right now,
19 and we really want to be getting an A. So we're
20 keeping an eye on these results as we are working with
21 our MCOs, as we are amending our contracts, as we are
22 looking at other Fee For Service and other ways that
23 we're administering this program. What are people
24 telling us that we need to know? And so you see a few
25 of the important results there.

1 And then on the MLTSS side, there's a
2 special survey that is referred to as the NCI-AD
3 survey. That's specifically for our MLTSS members.
4 It's a real deep dive, and we don't yet have the
5 results from 2022. But in prior years, we were seeing
6 significant improvement in member choice and
7 involvement in plan of care decisions, and we want to
8 see that continue.

9 Briefly, I will touch on program integrity,
10 some corrective action needed around audit concerns on
11 our end and on the county's end. In our implementation
12 of EVV, we've added a unique ID requirement that will
13 help with program integrity reviews, and we've worked
14 very closely with the Medicaid fraud division in other
15 areas of program integrity.

16 I would also be remiss if I did not mention
17 on the compliance side there's sort of a complicated
18 system of measuring Medicaid data quality. Our team
19 has made a ton of progress on that in the past couple
20 of years and really specifically in '22. Being in a
21 higher data quality bracket is really important here
22 for our compliance with federal requirements. And I
23 would also point out to you the re-adoption of some
24 administrative code to support service delivery.
25 Again, it's not exciting, but for those of you who

1 participate in it, it's really, really critical.

2 And then I would also mention the HCBS
3 settings rule which has to do with ensuring an
4 appropriate environment for people to live with
5 independence in the community. We did receive final
6 approval of our plan just in January here, so a lot of
7 progress happened in 2022.

8 And then finally, under Goal 3, and then I
9 want to jump to Goal 4, fiscal accountability. We have
10 comprehensive rate studies underway. We did some
11 really important work you will never want to know about
12 around 1115 budget neutrality. That matters because it
13 lets us implement all the programs that matter to you.
14 So just a ton of hard work done behind the scenes there
15 and then also related to the county option program and
16 FQHC reimbursement.

17 The last thing I wanted to touch on, as I
18 know we're getting close to the top of the hour, is
19 Goal 4. This is even further behind the scenes. You
20 will never see it in the headlines or a newspaper, but
21 this is about showing people we care. This is our
22 organizational culture goal. It's who we are. We
23 collaborate with positive energy and compassion. We're
24 going to simplify and clarify to solve problems. And
25 we're going to advance the true-true. You've heard me

1 say it a thousand times, because that is what helps us
2 succeed. And so I just want to briefly cover for you
3 how we do that.

4 We had a number of activities over the
5 course of the year to energize and re-energize our
6 team. That included Lunch & Learns and charitable
7 events, the "Take a hike, DMAHS!" lunchtime walks that
8 help folks just get up from their desk for a couple
9 minutes and breathe a little fresh air.

10 We started a new tradition called, "making
11 the magic happen," which I'll show you in just a
12 minute. And we had more than 70 employees who were
13 recognized in that process. And we are really
14 mindfully advancing diversity, equity, and inclusion
15 within our organization. We think about that in really
16 broad ways like making sure that everyone's in the room
17 where it happens, so we have a weekly "touch base" that
18 90-plus people attend. The helps us make sure we're
19 all on the same page as we start off our Mondays and
20 we're building a diverse leadership team and the Center
21 for Health Care Strategies has been really helpful to
22 us in that regard.

23 I wanted to show you very quickly the
24 "making the magic happen" survey. This is a little
25 internal tool that we use to give folks a chance to

1 recognize someone else on the team who is making a
2 difference for the communities we serve in the context
3 of our four overarching goals. And when they answer
4 that survey, and particularly question number 3, share
5 how others are making an impact, if you make a word
6 cloud out of all the responses that we have received on
7 that survey, you see words like the ones in front of
8 you on this slide. And I love the way it lined just
9 randomly was "teamwork always" for our members, right?
10 This is really important to who we are culturally and
11 it's important to you because it enables us to get the
12 rest of that work done.

13 So I realize this has been a lot to listen
14 to. It's been a lot of work to do. And I would like
15 to please take a moment to recognize the people of
16 DMAHS who have done this works. DMAHS team members,
17 they represent the diversity of New Jersey and our NJ
18 FamilyCare communities. Our folks live in North
19 Jersey, South Jersey, they live in the existentially
20 debatable Central Jersey. DMAHS staff come from
21 families of all shapes and sizes and from diverse
22 cultural backgrounds and faith traditions. We are
23 women who gave birth with Medicaid coverage. We are
24 people with chronic illness and disabilities that are
25 visible and nonvisible. We're new Americans. We're

1 dedicated caregivers, doctors, dentists, nurses, social
2 workers, people who have experienced bias in
3 inequitable systems. We've got fiscal experts who make
4 the funding happen and lawyers, policy analysts,
5 program specialists, who make new things possible. And
6 importantly, we're people who answer the phones every
7 day to help our members navigate America's complex
8 health care system.

9 We serve the people of New Jersey and we
10 take that respondent seriously. So as I wrap up here,
11 I want to acknowledge the challenge ahead. We're now
12 unwinding the three-year COVID-19 Public Health
13 Emergency. Looking back, 2020 was a tough year. The
14 pandemic hit New Jersey early and hard in ways we never
15 would have imagined. We worked to ensure access to
16 critical health care services and address
17 health-related social needs.

18 Then in 2021, our challenge was to support
19 vaccine access across our communities and recalibrate
20 health care delivery while we innovated to solve
21 problems that existed long before the pandemic. 2022
22 was a really demanding year for all the reasons we just
23 talk about. And clearly, 2023 will be a challenging
24 year as we restart eligibility renewal processes for
25 our 2 million members.

1 So, Dr. Spitalnik and members of MAAC, thank
2 you for your deep partnership in all of the work we've
3 described. And thank you for this opportunity to
4 report out on our progress. We're well aware that
5 history has its eyes on us in 2023. And we'll stay
6 close to our community as we, again, deliver the best
7 way possible for the people we serve.

8 DR. SPITALNIK: Thank you so much for this
9 presentation, but most enduringly, for all the work
10 that has been done, is being done, and will be done.

11 I regret that the press of time doesn't
12 leave us additional time for questions or comments.
13 But I have been keeping notes and I will request that
14 members of the MAAC send me an e-mail with their
15 request for items to be considered for the next meeting
16 where we will convene on Wednesday, April 26th. Our
17 immediate plan is that this will be a virtual meeting,
18 but we are in discussion about how we might return to a
19 more interactive format that we've prided ourselves as
20 a Council.

21 So with great kudos and gratitude to our
22 colleagues and all you do for New Jersey, I will ask
23 for a motion for adjournment.

24 MS. ROBERTS: Motion to adjourn.

25 DR. SPITALNIK: Thanks. It does not require

1 a vote or a second.

2 Thank you. Be well, everyone. And we look
3 forward to seeing you go in April. Thank you to the
4 members of the MAAC, to DMAHS, and to our New Jersey
5 FamilyCare community for participating. Thank you all
6 and be well.

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CERTIFICATION

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