

1                   MEDICAL ASSISTANCE ADVISORY COUNCIL MEETING  
                          Via Zoom Videoconference  
2                            April 26, 2023  
                                  10:00 a.m.  
3                            FINAL MEETING SUMMARY

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6 MEMBERS PRESENT:  
          Deborah Spitalnik, Ph.D., Chair  
7           Chrissy Buteas  
          Mary Coogan  
8           Theresa Edelstein  
          Nicole McGrath-Barnes, DDS, FACD  
9           Beverly Roberts  
          Wayne Vivian

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11 MEMBERS NOT PRESENT:  
          Sherl Brand  
          Dorothea Libman

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14 ALSO PRESENT:  
          Jennifer Langer Jacobs, Assistant Commissioner,  
15           NJ Division of Medical Assistance & Health Services  
          Greg Woods, Chief, Innovation Officer,  
16           NJ Division of Medical Assistance & Health Services  
          Carol Grant, Deputy Director,  
17           NJ Division of Medical Assistance & Health Services  
          Rebecca Thomas, Program Director,  
18           NJ Division of Medical Assistance & Health Services  
          Jonathan Tew, Regulatory Officer,  
19           NJ Division of Medical Assistance & Health Services

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24 Slide presentations conducted at Medical Assistance  
25 Advisory Council meetings are available for viewing at  
<http://www.state.nj.us/humanservices/dmahs/boards/maac/>



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1 DR. SPITALNIK: Good morning. I'm Deborah  
2 Spitalnik, Chair of the New Jersey Medical Assistance  
3 Advisory Council (MAAC), and it's my pleasure to welcome you  
4 to the April 26, 2023 meeting that is being conducted  
5 virtually.

6 The notice of this meeting has been filed in  
7 accordance with the New Jersey Open Public Meetings  
8 Information Act.

9 Let me review a little of our process before  
10 I move to introductions and our agenda. We are  
11 delighted to see over 225 stakeholders with us today.

12 For this meeting, if you are interested in  
13 posing a question, please do that through the  
14 question-and-answer feature of Zoom. The chat is not  
15 enabled for this meeting. The slides that you will see  
16 today are posted on the Division of Medical Assistance  
17 and Health Services website under the boards and  
18 commissions, under the MAAC, and under today's meeting  
19 date.

20 Before we move to reviewing the agenda and  
21 then actually jumping into it, I will now turn to the

22 members of the Medical Assistance Advisory Council  
23 who are with us today. We will welcome each of the  
24 members of the staff of the Division of Medical  
25 Assistance as they speak. And I will start and ask



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1 Nicole and Mary and Bev to unmute, but we will start  
2 with our delight at welcoming our new member,  
3 Dr. Nicole McGrath-Barnes.

4 Dr. McGrath, please introduce yourself.

5 DR. MCGRATH-BARNES: Good morning. Thank  
6 you so much, Deborah. Thank you. I'm honored and  
7 humbled to be appointed and part of this distinguished  
8 Council. My name is Dr. Nicole McGrath-Barnes. I am  
9 the founder and CEO of KinderSmile Foundation. I am a  
10 graduate of the University of Maryland College of  
11 Dentistry, Class of 1991. I am 32 years in the dental  
12 profession. KinderSmile Foundation is a 501(c)(3)  
13 nonprofit organization, and we currently have dental  
14 homes. We choose to call them dental homes. We have  
15 one located in Newark, partnering with the Boys and  
16 Girls Club of Newark; and Bloomfield, 10 Broad Street;  
17 and most recently our newest dental home is located in  
18 Trenton, New Jersey, 101 North Broad Street.

19 We provide access to oral care for children,

20 ages 0 to 21, which includes special needs; access to  
21 care for perinatal mothers up to three years  
22 postpartum; and our newest dental home in Trenton  
23 treats both children and adults. So I am so passionate  
24 about being that advocate for children and families in  
25 regards to access to care in the marginalized

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1 communities. And I hope that I can make a difference  
2 on this committee and share and enlighten all on the  
3 importance of oral health, which is the gateway to  
4 total but yet also the number one preventable disease.

5 So thank you all so much for welcoming me,  
6 and I'm glad to be here.

7 DR. SPITALNIK: Thank you so much. And our  
8 gratitude for your service and to the Governor's  
9 Appointments Office for their wisdom.

10 Mary Coogan and then Beverly, please  
11 introduce yourselves.

12 MS. COOGAN: Good morning. I also want to  
13 welcome Dr. McGrath-Barnes. I think this is a  
14 wonderful addition to the MAAC. We're going to learn a  
15 lot from you.

16 I'm Mary Coogan, president and CEO of  
17 Advocates for Children of New Jersey.

18 DR. SPITALNIK: Thank you.

19 MS. ROBERTS: Good morning. I'm Beverly  
20 Roberts with the Ark of New Jersey. And I also wanted  
21 to extend my warmest congratulation to Dr.  
22 McGrath-Barnes for joining the MAAC. Great to see you.

23 DR. SPITALNIK: Thank you.

24 Theresa, Wayne, and Chrissy, please unmute  
25 and introduce yourselves.

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1 MS. EDELSTEIN: Thank you, Dr. Spitalnik.

2 And welcome, Dr. McGrath-Barnes. I look  
3 forward to getting to know you. Your reputation  
4 certainly precedes you.

5 I'm Theresa Edelstein. I'm one of the  
6 senior vice presidents at the New Jersey Hospital  
7 Association.

8 DR. SPITALNIK: Thank you.

9 MR. VIVIAN: Hi. Welcome, Dr. McGrath.  
10 Dental hygiene is definitely one of the biggest issues  
11 that my constituents, mental health consumers, face.  
12 They really lack the access to dental care. So we're  
13 really grateful to have you on this committee.

14 My name is Wayne Vivian, and I am a MAAC  
15 member and President of the Coalition of Mental Health

16 Consumer Organizations of New Jersey.

17 DR. SPITALNIK: Thank you.

18 Chrissy.

19 MS. BUTEAS: Good morning, everyone, and

20 welcome. Chrissy Buteas, former president of Home

21 Care. And I'm happy to be here today. Welcome.

22 DR. SPITALNIK: Thank you.

23 Is there any other member that in my cracked

24 technical skills I have missed? If not, I'll proceed.

25 I'm Deborah Spitalnik. My day job is as

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1 professor of pediatrics and family medicine at Robert

2 Wood Johnson Medical School where I direct the Boggs

3 Center on Developmental Disabilities.

4 I'm delighted to see that so many of our

5 stakeholders are here today. I thank Jennifer Langer

6 Jacobs and the entire Division team for supporting the

7 work of the MAAC.

8 I was just in Washington with colleagues who

9 had never heard of the MAAC in their state. I think

10 it's a particular point of gratitude and pride that we

11 have this collaborative relationship.

12 Let me review our agenda for today. We've

13 dealt with welcome, with calls to order. We'll then

14 proceed to the approval of the minutes. We'll then  
15 have a series of presentations: First, on Medicaid  
16 eligibility checks that resumed April 1st; Cover All  
17 Kids; WorkAbility expansion; self-directed services;  
18 the 1115 Comprehensive Waiver; and we'll be planning  
19 for the next meeting in July by noting the conversation  
20 today and other things that members would like to  
21 raise.

22 So with that, I will turn to the members of  
23 the MAAC and request their either comments,  
24 corrections, or a motion for approval of the MAAC  
25 meeting summary of our February 1, 2023 meeting.

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1 Do I have any comments or corrections?

2 Do I have a motion to approve?

3 MS. COOGAN: Motion to approve.

4 DR. SPITALNIK: Thank you.

5 A second?

6 MS. ROBERTS: I second it.

7 DR. SPITALNIK: Thank you.

8 Any abstentions?

9 No votes?

10 And either by a wave or a raised icon, do I  
11 have approval of the minutes?

12 Great. Thank you. The minutes of  
13 February 1st are approved.

14 Thank you again to Phyllis Melendez and Lisa  
15 Bradley for her loyal transcription.

16 We now turn to our first item of business,  
17 Medicaid eligibility checks. And welcome to the  
18 virtual podium, Greg Woods and Jennifer Langer Jacobs.  
19 Good morning and thank you, Greg and Jen.

20 MR. WOODS: Thank you, Dr. Spitalnik. I  
21 think I'll start with this section of the presentation  
22 and then I'll hand off to Jen.

23 Thank you, everyone, for being here. I know  
24 we've talked about this topic a lot, and we're going to  
25 keep talking about this topic because it's critical and

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1 it's our primary focus right now.

2 I want to just start -- and I know this will  
3 be old news to many of you, but I want to just start by  
4 reminding everyone of the basics of what we mean when  
5 we talk about unwinding.

6 So back in March of 2020 as the pandemic  
7 began, one of the emergency actions the federal  
8 government took was to put a requirement in place to  
9 say that New Jersey, like all states, needed to



10 maintain continuous enrollment. So what that meant is  
11 during that period, with very limited exceptions,  
12 members who were enrolled in Medicaid or members who  
13 newly joined Medicaid would stay enrolled for the  
14 duration of the Public Health Emergency. That Public  
15 Health Emergency has continued and still continues to  
16 this day. It's scheduled to end next month, but last  
17 December, as part of their end-of-year legislative  
18 appropriations package, Congress enacted a requirement  
19 that that continuous enrollment requirement would end  
20 effective at the beginning of this month, so at the  
21 beginning of April. And as part of that legislation  
22 states, New Jersey, like all states, has 12 months, so  
23 essentially the next year from now, to initiate  
24 eligibility renewals. Through that process, we are  
25 going to need to confirm the eligibility of all our

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1 2 million-plus members. So it's a big exercise. As I  
2 said, we've been in this Public Health Emergency period  
3 for essentially three years where members have remained  
4 enrolled. And now we're shifting back to what we can  
5 think as normal operations.

6 So today, we're going to give an update on  
7 where we stand with that process and what to expect

8 moving forward. And just, again, some of this is going  
9 to be a repeat of what we've shared in past MAAC  
10 meetings, so I apologize for those of you who have  
11 heard this before, but we really think these are  
12 critically important points. And some of what we are  
13 going to present today is also going to be new.

14 So before I get into further detail, I just  
15 want to underscore two points. They're on the right of  
16 this slide, and we repeat them every time we talk about  
17 unwinding and they're the most essential points for our  
18 NJ FamilyCare members. So if you don't listen to  
19 anything else that I say or Jen says today, I just want  
20 to make sure that all stakeholders hear these two  
21 points.

22 One is that please ensure that -- we're  
23 asking all NJ FamilyCare members to please ensure that  
24 we have their correct mailing address. And if a member  
25 needs to update that address or if they're not sure we



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1 have the right address, they should call our hotline,  
2 1-800-701-0710, right away. They can provide their  
3 updated address. And this is really important. And  
4 the reason it's important is mail is the critical  
5 modality through which members will receive

6 renewal-related information, and having a mailing  
7 address is the most critical step to make sure that all  
8 of our members are receiving all of the information  
9 that we're sharing with them related to renewal.

10 And two, having updated their address,  
11 members should promptly open and respond to mail from  
12 NJ FamilyCare. And this is really critical. We know  
13 that everyone gets lots of mail and it's easy to put  
14 things aside, but as we're moving into this unwinding  
15 period, it's really important that everyone is opening  
16 that mail right away and responding and providing  
17 information that we're requesting.

18 So those are the two most critical messages  
19 for our members for those who work with our members,  
20 and that's sort of the most important steps that  
21 members can be taking to ensure that they can  
22 successfully move through this renewal process.

23 So with that framing, before we dive into  
24 our more detailed discussion of unwinding, I want to  
25 pause and give our normal snapshot that we give every

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1 MAAC meeting on overall NJ FamilyCare enrollment. So  
2 just to give the top line numbers here, as of last  
3 month, we had almost 2.3 million enrollees. That's an

4 increase of about 600,000 or just about 35 percent over  
5 the pre-pandemic level, so over where we were in March  
6 of 2020. And as we discussed before, we primarily  
7 attribute that growth to the continuous coverage  
8 requirement, the requirement I just discussed that has  
9 been in place since March of 2020 which I described a  
10 minute ago.

11 So with the unwinding period beginning, we  
12 do expect trends to shift and see at least some  
13 decrease in total enrollment going forward. I'll say  
14 candidly we're in really uncharted waters here, and we  
15 don't have a precise estimate of that decrease will be.  
16 And I will also just note, to set expectations, we  
17 wouldn't really expect to see that in the data for  
18 several months. I'll talk in a minute about what the  
19 timeline looks like. So when we come back to you in  
20 July, we still may not see that when we present this  
21 slide.

22 I will also just note as an important  
23 context as we think about this, a decrease in  
24 NJ FamilyCare enrollment as we move through the  
25 unwinding period does not in itself mean that people



1 are becoming uninsured. We expect that there are

2 people who have remained on Medicaid during the  
3 continuous coverage period who may now have  
4 employer-sponsored coverage or whose income has  
5 increased and will now qualify for subsidized coverage  
6 through GetCoveredNJ or State-based Exchange or who are  
7 newly eligible for Medicare and may no longer require  
8 Medicaid coverage, and that's all fine. We would  
9 expect to see some disenrollment, and that doesn't  
10 necessarily pose a problem.

11 What we are really laser-focused on is  
12 making sure that all of our members maintain access to  
13 affordable coverage and to make sure that members who  
14 want to maintain coverage with NJ FamilyCare are not  
15 falling through the cracks, and that's what we're going  
16 to talk about in the coming slides.

17 So I will just say we expect to see  
18 different trends moving forward. We will, of course,  
19 continue to present this at future MAAC meetings. And  
20 we also will continue to publicly report our overall  
21 enrollment number which we update on our dashboard each  
22 month. So please stay tuned for more information at  
23 future meetings about how this is trending.

24 And then as we go to the next slide, before  
25 we talk about some of the details, I want to pause



1 here. Something we do at DMAHS is when we're embarking  
2 on a major initiative, we make sure we articulate our  
3 north star principles for that initiative. So as we go  
4 into the details, as we get elbow deep in the weeds, we  
5 are continually keeping in mind what are we attempting  
6 to accomplish here, what are the values we want to  
7 bring to the work. And I know we've shared these  
8 principles before, but I think they bear repeating  
9 since they really are guiding everything we do as we  
10 move through this unwinding process.

11 The first north star principle is we are  
12 going to focus on being precise and accurate to make  
13 sure we resume eligibility renewals in accordance with  
14 all the federal rules, which are extensive, and work as  
15 accurately and effectively as possible.

16 Second, we are going to emphasize shared  
17 understanding as we manage broad technical systems and  
18 unique individual circumstances. And one thing -- I  
19 think I said this at the last MAAC, but I'll say it  
20 again. When we undertake an exercise like this where  
21 we need to renew eligibility for more than 2 million  
22 people, that's, of course, work that needs to be  
23 automated, systematized, there needs to be rules;  
24 otherwise, it's not going to work. At the same time,

25 we really recognize every member is different. Every

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1 member has unique circumstances. And there are going  
2 to be circumstances that we may not anticipate. There  
3 may be exceptions to rules. And navigating that will  
4 require crisp and clear communication.

5 Third, it's critical that we rely on all of  
6 our operational partners to be successful in this  
7 effort. This is just not something that we at DMAHS  
8 can accomplish alone. If we try to do this alone,  
9 we're not going to succeed. So we're going to need to  
10 rely on our partners at county boards of social  
11 service, at our Managed Care Organizations, at our  
12 vendors, at our sister agencies, our regional health  
13 hubs. All of those partners who support our  
14 operations, they are all going to need to be rowing in  
15 the same direction. And we have, as we move to  
16 unwinding, really focused on making sure we all aligned  
17 and really attempting to use the creativity and  
18 innovation that operational partners can bring to this  
19 work.

20 Fourth, on a similar note, we are going to  
21 need the partnership of our community stakeholders, and  
22 we need our community stakeholders to play an active

23 role to partner with us to raise awareness, to  
24 communicate information to our members and to the  
25 community about what's happening with unwinding, and



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1 also really critically to let us know when things go  
2 wrong. So if there's confusion or if something  
3 unexpected has happened, we're depending on our  
4 community partners and all of you who are listening to  
5 the MAAC to let us know that so we can correct course.

6 And last, it's really important to us that  
7 we approach all of this work with empathy and positive  
8 energy in a spirit of collaboration. We know that  
9 getting this right is profoundly important to our  
10 members' lives. We know that this can be a scary time  
11 period for members and for people who love them who are  
12 understandably worried about what this process will  
13 mean. And so apart from getting the technical piece  
14 right, we aim every day to approach this work with true  
15 empathy for that and to focus on finding solutions  
16 together.

17 So with that, I'm going to turn and talk for  
18 a moment about the timeline, of where we are in  
19 unwinding. We have shared a version of this slide  
20 multiple times over the past year-plus with the MAAC,



21 but I wanted to spend a minute on this right now and  
22 talk about where we stand today, April 26th, in our  
23 unwinding process.

24 So I alluded earlier to the fact that  
25 unwinding initially began on April 1st. And I want to



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1 delve for a moment into what that means, so what  
2 actually happened on April 1st. So that was the day we  
3 began the eligibility renewal process for 1/12 of our  
4 membership. And the reason I say 1/12 is that, as I  
5 mentioned earlier, unwinding is going to be a year-long  
6 process. And in order to manage the workload for us,  
7 for our partners that are counties and vendor, we have  
8 spread renewals evenly across that time period. So  
9 each month to a pretty close approximation, we will  
10 begin the removal process with 1/12 of our total  
11 membership. So that started on April 1st. And  
12 specifically what we initiated on April 1st, it will be  
13 called ex parte or administrative renewals. And what  
14 that means is for some of our members, we are able to  
15 confirm their eligibility based on information we  
16 already have access to, for instance, their tax data,  
17 or if they've applied for Snap benefits, we can use  
18 that information. For some members, for members who

19 fall into this category, that's all the information we  
20 need. We can confirm that they continue to meet  
21 Medicaid eligibility requirements. We can extend their  
22 eligibility. We will notify them of that. And for  
23 them, there's nothing else they need to do. And so for  
24 that first cohort, that first 1/12, all of that took  
25 place during the first couple of weeks of April.

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1 Then around the middle of April, for the  
2 members we weren't able to renew on our ex parte basis,  
3 where we did need additional information from the  
4 members, we sent out mailings where we requested that  
5 additional information from members.

6 And just to circle back to what I said  
7 before, this is where it becomes really critical for  
8 members to open their mail and respond quickly and  
9 provide all the needed information. So as I said,  
10 those mailings have gone out recently, towards the  
11 middle of the month. Members have 30 days to respond  
12 to that mailing. So that's the stage in the process  
13 we're in right now, where those mailings have gone out  
14 and members need to respond.

15 And then as we're beginning to see and as  
16 we'll continue over the next few weeks, as members

17 respond, that information that they provide back will  
18 be returned. It will go to our eligibility-determining  
19 agencies, to our counties, and our vendor, and they  
20 will review the package for each member and determine  
21 whether the member is still eligible for NJ FamilyCare.  
22 And I just want to emphasize, that will include looking  
23 at whether a member may be eligible on a new basis, so  
24 as part of a different eligibility group than they were  
25 in before. So we recognize people's circumstances have

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1 changed a lot over the last three years and there may  
2 be -- we expect there will be members who may have  
3 qualified for Medicaid for one basis back in 2020 and  
4 now as we look at their information, they may no longer  
5 qualify on that basis but they may qualify on a  
6 different basis. So that's part of our work here, that  
7 we're requiring and expecting all of our  
8 eligibility-determining agencies and their staff to be  
9 looking for all bases to make sure that we're  
10 maintaining coverage for everyone who is eligible.

11 If a member is determined to be ineligible,  
12 they're no longer eligible for Medicaid, we will send  
13 the member a notice at least ten days in advance, and  
14 their coverage will end at the end of a month. So just

15 talking about what that means for this timeline, when  
16 we look at that, it's possible -- and I think we've  
17 discussed this before. It's possible that a small  
18 number of the members whose redeterminations were  
19 initiated in April, so that first 1/12 of our  
20 membership, could be disenrolled at the end of May.  
21 For that to happen, the entire process would need to  
22 work relatively quickly. Each member would have to  
23 respond to the mailing quickly, which is to say right  
24 now, other response would need to be processed rapidly,  
25 and the member would choose not to appeal that



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1 determination. So if all of that happened, there may  
2 be some members who are disenrolled at the end of May.  
3 However, we think a much more typical timeline will be  
4 members whose redetermination was initiated in April,  
5 if they're not found to have continued eligibility that  
6 their coverage would be more likely to end at the end  
7 of June. And in particular, if someone doesn't respond  
8 to our mailing, which as I alluded to before, is the  
9 scenario we're really most concerned about, that  
10 disenrollment would likely happen at the end of June.

11 A couple of points I just want to briefly  
12 flag here, and I think Jen will speak in more in detail

13 about a couple of these in a few minutes. First, if a  
14 member is found ineligible for non-response, so if  
15 someone doesn't reply to our mailing and then they  
16 subsequently within the next 90 days provide us with  
17 the required information and are found to be eligible,  
18 that eligibility will be retroactive back to the date  
19 that they were terminated. So any services that they  
20 may have used in between, those would be covered. And  
21 so there is this reconsideration period. We obviously  
22 don't want any uncertainty or interruption in members'  
23 coverage, but it's important to know that if someone  
24 missed the mailing and they get a notice that they have  
25 been disenrolled, they have this opportunity to return

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1 to the mailing within that 90-day period and their  
2 coverage will continue if they're found to be eligible.

3           Second, I just want to call out, if a member  
4 is found ineligible because their income is too high  
5 and appears to be eligible for coverage through  
6 GetCoveredNJ -- so that's our state-based exchange for  
7 coverage under the Affordable Care Act -- we will  
8 automatically transfer that member's information to  
9 GetCoveredNJ to facilitate their potential enrollment  
10 there. As I said earlier, we are really focused on

11 making sure that all of our members have continued  
12 access to affordable coverage, whether that's through  
13 NJ FamilyCare or through some other means such as  
14 GetCoveredNJ.

15 Third, I just want to underscore, and this  
16 is always true, all members have the right to request a  
17 fair hearing if they disagree with their eligibility  
18 decision. And as we move through that process, our  
19 goal here is to make sure that everyone maintains  
20 access to appropriate coverage again, whether that's  
21 through Medicaid or some other source.

22 The other point that's important to keep in  
23 mind as we think about timeline is that this is a  
24 90-day process. And in some cases, such as if there's  
25 a fair hearing request or if there's that retroactive

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1 reinstatement of coverage that I alluded to earlier, it  
2 can effectively be a longer process than that. So what  
3 that means is that we can't wait for one month's cohort  
4 to be finished before we start with the next month's  
5 cohort. So looking at the calendar, today is  
6 April 26th. In a few days, it will be May 1st. And on  
7 May 1st, as I just described, we'll be still receiving  
8 renewal packages from our April cohort. They'll still

9 be flowing into our eligibility-determining agencies.  
10 But at the same time, we will be beginning the renewal  
11 process for our May cohort. So that's the next 1/12 of  
12 our membership. And that process will generally look  
13 the same as the April process, again, starting with  
14 attempting ex parte or administrative renewals and then  
15 proceeding to mailing renewal packets and going through  
16 all of the steps of the process.

17 So going back to the overall timeline for  
18 the next year, this process will continue to repeat  
19 itself for each month through next March, through March  
20 of 2024. And so what that means is that at any given  
21 time, we may be starting ex parte renewals for one  
22 cohort, reviewing return renewal packets for another,  
23 notifying members of the outcomes of their  
24 redeterminations for a third, and completing fair  
25 hearings for earlier cohorts. So there are going to be



1 multiple balls in the air. And we're going to continue  
2 to cycle through that over the course of the next year.  
3 And then by the end of May of 2024, so when that last  
4 cohort, that last 1/12, has initiated their process in  
5 March and they've gone through the 90-day process, at  
6 that point, we would expect the lion share of

7 redeterminations to have been completed and we'll be  
8 back to something close to normal footing. There may,  
9 of course, be a relatively small number of cases that  
10 extend beyond that time because of the fair hearing  
11 process or other specific circumstances, but we would  
12 generally expect that those would be the exception.

13           And if we want to go to the next slide, I  
14 just want to briefly note on this slide that the  
15 renewal process will look a little bit different for  
16 different categories of members. And that was the case  
17 before the pandemic. It will be the case during the  
18 unwinding. It will be the case after we're through the  
19 unwinding process.

20           Some eligibility groups have different  
21 eligibility requirements. For some groups, we need to  
22 look at assets, for instance, in addition to income.  
23 For others, there's a clinical component to the  
24 eligibility process. And we have been conducting  
25 targeted outreach and education for some of those



1 specific groups such as aged, blind, or disabled  
2 members, members with developmental disabilities, and  
3 that will continue over the course of the unwinding  
4 period.



5                   But in the meantime, I will just say the  
6 most critical advice, the advice I gave at the  
7 beginning, that applies to all eligibility groups.  
8 Please make sure we have an updated address by calling  
9 our hotline and please then be sure to promptly respond  
10 to any mail you receive from NJ FamilyCare.

11                   Lastly, there's one point I did want to call  
12 out. I don't think it's on the slide. We regularly  
13 speak to our peers in other states who are all going  
14 through a version of this unwinding process, as we are.  
15 And I'll say the vast majority of other states are  
16 doing it on just about exactly the same timeline as we  
17 are in New Jersey, but there is a small minority of  
18 states that started a bit earlier so are a couple of  
19 months ahead of us in terms of their timeline where  
20 they initiated their first cohorts in February or March  
21 rather than in April. And so naturally, as we've  
22 talked to other states, we wanted to hear from those  
23 early movers about what challenges they've encountered.  
24 And one thing I wanted to flag, we've heard from a  
25 couple of states is that in hindsight they wish they



1 had communicated a bit more clearly. In addition to as  
2 we move past April 1st and move into the unwinding

3 process, in addition to this massive unwinding process  
4 that I've just been describing where we spread members  
5 across 12 months, there is ordinary Medicaid operations  
6 beginning to resume after April 1st as well. And one  
7 thing that means is what we call changes in  
8 circumstances will, in some cases, begin triggering  
9 reviews of Medicaid eligibility. And so a change in  
10 circumstance, that could mean something like the  
11 household composition changes or a member's income  
12 increases. But one particular example I want to call  
13 out is that if a member turns 65 or if they otherwise  
14 become eligible for Medicare, that will typically have  
15 implications for their Medicaid eligibility. So in  
16 those cases, looking forward, even if a member perhaps  
17 was originally scheduled for a redetermination later in  
18 our unwinding period, if we see someone is coming up on  
19 a 65th birthday or receive notification from the  
20 federal government that they qualify for Medicare, we  
21 are going to initiate the process then to make sure  
22 that we're correctly managing their Medicaid  
23 eligibility. And I'll just say they will still go  
24 through a whole process and they will, of course, have  
25 of all of their rights, but the timing may be a bit



1 different. So just heading the lesson of some of our  
2 sister states, I wanted to call that out and flag that  
3 point, that in addition to this huge unwinding  
4 exercise, ordinary processes are also beginning to  
5 resume. And if everyone can be aware of that and not  
6 surprised if, for instance, a member receives a letter  
7 saying that they need to do a redetermination because  
8 their 65th birthday is coming up in a few months, that  
9 that's a scenario that's going to take place.

10 So with that, I think I'm going to hand off  
11 to Jen who's going to talk about some of our specific  
12 outreach activities around unwinding.

13 MS. JACOBS: Yes, thanks. Thank you so  
14 much, Greg.

15 I am actually going to stop the screen share  
16 here so that we can show you a quick video that is  
17 available on YouTube. And we hope that you will be  
18 able to view this video and potentially share it in the  
19 communities that we know you're active in.

20 Sam, you want to take it away?

21 (VIDEO: "This is an important update for  
22 New Jersey FamilyCare members. The federal  
23 government during the pandemic temporarily  
24 waived eligibility review requirements to help  
25 prevent people from losing health coverage.



1           But a federal law required the state to  
2           resume eligibility reviews as of April 1st. So  
3           we're asking members to confirm or update their  
4           contact information with New Jersey FamilyCare  
5           and then be on the lookout for a renewal packet  
6           in the mail. If you get this important  
7           mailing, please complete this renewal packet as  
8           soon as you can to help avoid any gap in your  
9           coverage. Resuming eligibility checks means  
10          some New Jersey FamilyCare members might be  
11          disenrolled, but they might be eligible to  
12          obtain other coverage through New Jersey's  
13          official health insurance marketplace,  
14          GetCoveredNJ, and get help with premiums.  
15          Our goal at Human Services is to ensure members  
16          are fully informed about this important  
17          process. So if you are a New Jersey FamilyCare  
18          member, please make sure we know where to send  
19          your renewal packet. This is especially  
20          important if you have moved in the last three  
21          years. We do not want you to miss this  
22          important mailing. To update your contact  
23          information, call 1-800-701-0710. And then

24 watch for mail from New Jersey FamilyCare and  
25 please make sure to reply on time. For more

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1 information, visit [nj.gov/staycoverednj](http://nj.gov/staycoverednj). Thank  
2 you.")

3 MS. JACOBS: Thanks for sharing that with  
4 us, Sam.

5 That video is available in English and  
6 Spanish on YouTube. I think we're going to try to put  
7 the links in the chat for you.

8 Thanks, again, Sam.

9 And it is, yes, part of the outreach and  
10 awareness that we're trying to do, so please feel free  
11 to share that in your community. We would greatly  
12 appreciate it.

13 I would like to talk to you about some of  
14 the additional work that we're doing on this. We get a  
15 lot of questions from folks. How will members know  
16 when it's their time to renew? As Greg said, we're  
17 doing 1/12 of our renewals each month. So some members  
18 got their mail in April, and some members will not get  
19 their mail for 6 months or 10 months or 11 months. So  
20 when will you know? We asked our Managed Care  
21 Organizations to support us in this work, giving folks

22 a flag at the beginning of the month when they should  
23 expect their NJ FamilyCare renewal mail. So the  
24 members who received their mail from us with their  
25 renewal information in April should have first received



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1 a postcard for their Managed Care Organization. And  
2 for each subsequent month, this is what we will do. At  
3 the start of the month, the Managed Care Organization  
4 will send postcards out to their members who are  
5 receiving their renewal packet this month. And that  
6 postcard says in English and Spanish, "Don't forget to  
7 check your mail. Your NJ FamilyCare renewal mail is  
8 coming very soon." That's the flag. It says, "Your  
9 mail is coming this month from NJ FamilyCare." So 1/12  
10 of our members should receive this postcard each month  
11 and it should be followed by an envelope from  
12 NJ FamilyCare.

13           These are examples of some of the envelopes  
14 that are out in the field. As you may know, we have 21  
15 counties and a vendor who worked closely with us on  
16 this. And our goal long-term is to have one set of  
17 envelopes and potentially even just one envelope that  
18 we're using for all purposes. For now, we still have a  
19 number of envelopes that are circulating, so we ask you

20 to keep an eye out for envelopes from NJ FamilyCare.  
21 And in particular, we wanted to flag for you this new  
22 one which you wouldn't have seen before, but we like a  
23 lot because it says, "Important information regarding  
24 your NJ FamilyCare benefits. Renewals enclosed."

25 We think that is a really clear message and

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1 hope to move in the direction of that envelope across  
2 the board going forward. But in any case, we do have a  
3 number of different envelopes that are out there. And  
4 we ask folks to keep their eye out for those.

5 When members receive mail from us in one of  
6 these envelopes, it will contain a renewal letter and  
7 an application, a renewal application unless we were,  
8 as Greg mentioned earlier, we were able to renew them  
9 on an automated basis. And then they get a letter that  
10 says, "We were able to renew you. You're all set."

11 But most folks, we think, will receive the  
12 renewal application because there will be some  
13 information we still need to collect from them. And  
14 that may have to do with household size or income or  
15 something else that we weren't able to verify using  
16 databases.

17 So these are examples of what that may look

18 like. And that would be inside the envelopes I showed  
19 you a second ago.

20 MR. WOODS: Hey, Jen, I think we're still on  
21 the postcard slide.

22 MS. JACOBS: Oh, no. I'm so sorry. Let me  
23 try that again. Thank you for the flag, Greg. I'm so  
24 sorry.

25 Okay, let's go back. Here is the postcard

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1 slide, and I think you've seen enough of that. Here  
2 are the envelopes. So as I said, a number of envelopes  
3 in circulation. The one on the left is the new one.  
4 It specifically says, "Renewal enclosed," and we wanted  
5 to make sure you're aware of that because it wouldn't  
6 be familiar to folks who have been through this process  
7 in the past, but we think it's an improvement and  
8 that's the direction we're heading across the board.

9 Here's that letter and the application that  
10 you would find inside the envelope. These are  
11 examples. Not everybody's letter will look the same.  
12 The applications will not look the same. The one  
13 you're looking at, for example, is for Aged, Blind, and  
14 Disabled programs. There are other applications that  
15 folks may receive. So, again, a complex program. We



16 don't have identical information in each of those  
17 envelopes. It's really specific to the individual in  
18 the program that they're a part of.

19 At the end of the month in which a member  
20 would receive their NJ FamilyCare renewal mail, they  
21 will get a reminder from their Managed Care  
22 Organization or the health plan. This is  
23 multimodality, so by phone, by text message if we have  
24 a cell phone number, by e-mail if we have an e-mail  
25 address, we will be communicating a message that looks

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1 a bit like what you see on this page. So this is the  
2 text message that you're seeing. "By now, you should  
3 have received your NJ FamilyCare renewal mail. Please  
4 open it and follow instructions right away."

5 The text message has to be very short  
6 because it's a text message. The phone and e-mail  
7 messages are a little bit longer, but they're on the  
8 same theme. So what we're trying to do here is flag  
9 with a postcard at the beginning of the month, "your  
10 mail is coming," then the mail should come. The end of  
11 the month, actually, right now for April, these phone,  
12 text, and e-mail messages will be going out to say, "By  
13 now, you should have received that renewal mail.

14 Please open it and follow up. If you have questions,  
15 here's the number to call."

16 Of course, as we are doing that -- and we  
17 feel it's important to be reaching out to our members  
18 through all forms of communication and not just mail --  
19 we also started hearing from other states. As Greg  
20 said, we have a lot of conversations with other states  
21 so we each know what's happening in the field in other  
22 places. And one of the things we heard was that  
23 members have received illegitimate text messages that  
24 claim to be about their Medicaid benefits. And I've  
25 just told you we will be sending text messages, and

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1 that can be confusing in the community. It's confusing  
2 for any of us when you get a text message that seems to  
3 be coming from Amazon and yet isn't. And so we want to  
4 be really clear in our message. And this graphic that  
5 you're looking at on the slide is also on our website.  
6 We will never ask for money in a text message. We will  
7 never pressure our members for personal or bank account  
8 information in an e-mail. We will never make threats  
9 about legal action or demand secrecy in that  
10 communication. So I wish we didn't have to say this,  
11 but we do have to say this because this activity is

12 already out there in the world. So we ask that you  
13 remind our members and certainly your loved ones not to  
14 share any personal or banking information with anyone  
15 who claims to represent NJ FamilyCare or your health  
16 plan. And you're welcome to call us if you have  
17 questions. We would also appreciate -- we haven't  
18 heard about any of this activity in New Jersey yet to  
19 date. We would appreciate if you become aware of any  
20 such activity if you would call our office and let us  
21 know.

22 As Greg said, we are really, really  
23 concerned about making sure we're doing everything we  
24 can to prevent people from losing coverage. There will  
25 be folks who move over to Medicare. There will be



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1 folks who move over to the Exchange or to  
2 employer-sponsored coverage, and that's great. We want  
3 to make sure people aren't losing coverage altogether,  
4 so a couple of additional things to describe as we move  
5 forward in time.

6 When we get past that 30 days that members  
7 have to respond to their renewal mail, we are running a  
8 report that lets us know the members we think we  
9 haven't heard from yet. It's possible that they have

10 responded, that their mail is just coming into the  
11 mailroom today as we're running the report and  
12 everything is good, but we have to run that report.  
13 And so there may be a little bit of overlap between  
14 when someone responds and when we run the report, but  
15 either way, we will be looking at a list of members who  
16 have not responded from each cohort and working with  
17 our health plans to reach out to those individuals in a  
18 couple of ways. We want to do some high-risk outreach.

19           You may remember at the start of the  
20 pandemic, we had a slide that had a triangle on it that  
21 described our members who we considered high-risk for  
22 COVID-19. And we were outreaching those high-risk  
23 members with heightened intensity, trying to address  
24 that concern. And then again in 2021 when we were  
25 doing vaccine outreach, we had a triangle that

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1 demonstrated the risk that we had assessed for members,  
2 and we were, again, focused intensely on the top of  
3 that triangle, really addressing those highest-risk  
4 members.

5           We're taking the same approach now, and the  
6 way we're thinking about it now is a little bit  
7 different. This is no longer about risk for the

8 COVID-19 virus and its potential effects. This is  
9 about people who are using their health care coverage  
10 in a very active way. So I think about I go to the  
11 doctor every other month maybe, and my daughter goes  
12 every six months. We are not high-risk on that  
13 triangle. The person who's high risk for loss of  
14 coverage, highest risk, is the person who is pregnant,  
15 who's in a course of chemotherapy, someone who's in  
16 dialysis or methadone treatment, our MLTSS members who  
17 are using their services every day and similar  
18 services, a personal care assistant, the person who is  
19 helping you get out of bed in the morning and get  
20 dressed and go about your life in the community every  
21 day, the private duty nurse who is coming to someone's  
22 home every day, these are members who are truly at  
23 significant risk if they lose health care coverage, and  
24 we need to focus a lot of intention and attention on  
25 them. So we're working closely with our health plans



1 to do care manager outreach to those individuals where  
2 we sense that they may not have responded within that  
3 first 30 days to their renewal mail.

4 We will have people who lose eligibility.  
5 We know that. And so our intention is to also work

6 with the health plans to follow up with those  
7 individuals quickly and see if they need help returning  
8 to Medicaid. For example, if they never submitted  
9 their renewal mail or never responded to their renewal  
10 mail, or access and GetCoveredNJ if their income has  
11 gone up. So in addition to the letters that Medicaid  
12 will be sending on an official basis, a termination  
13 letter with fair hearing rights, these individuals who  
14 lose eligibility will also in the month following that  
15 eligibility loss hear from their health plan. So just  
16 really trying to make sure that we're covering the  
17 bases. For some members, NJ FamilyCare is known to  
18 them, it's familiar. Other members feel much more  
19 familiar with their health plan. So we're really just  
20 trying to cover the bases, and we appreciate the  
21 support of the plans in doing that.

22 We have shared these examples with you in  
23 prior MAAC meetings. For those of you who are frequent  
24 flyers with us, as Greg said, we thank you for your  
25 patience as we do feel it's important to go back over a



1 little bit of this information now that it's go-time.  
2 And so I will share with you these four examples, just  
3 spending a quick minute on Halima and Hector.

4 Halima and Hector are not the folks who keep  
5 us up at night because for Halima and Hector, this  
6 eligibility process works out exactly as they want it  
7 to, and we're glad it does.

8 In Halima's case, maybe she gave us an  
9 updated address, maybe she didn't, but either way, she  
10 got the mail, she responded to the mail, she was  
11 determined eligible. Her eligibility continues, and  
12 she's happy.

13 In Hector's case, kind of the opposite.  
14 Maybe he responded to mailing, maybe he didn't. Either  
15 way, Hector doesn't want to remain enrolled with  
16 NJ FamilyCare. We've heard from a number of Hectors  
17 saying, "When is it time for me to disenroll from  
18 NJ FamilyCare?" Hector, based on his response or his  
19 nonresponse, is determined ineligible. His eligibility  
20 ends, and he's happy about that; he's fine.

21 So Halima and Hector both get exactly what  
22 they want out of this process.

23 It's Samuel and Sofia that we worry about  
24 and that we are really focusing our energy on. So we  
25 wanted to walk through those examples just briefly. I



1 will not cover all the words on this page. They are

2 available for anybody who wants to look back later.  
3 But in Samuel's case, he responded to the eligibility  
4 mailing and is determined ineligible due to income, got  
5 his disenrollment notice and language on that notice  
6 indicating that his account information has been  
7 transferred to GetCoveredNJ, which is our state-based  
8 exchange. The goal there is to make sure that Samuel  
9 has coverage at the end of the day. But Samuel doesn't  
10 want over coverage; he wants to remain enrolled with  
11 Medicaid.

12           When he receives his notice, it includes  
13 fair hearing rights and he can request a fair hearing.  
14 Right here, it says, within 20 days of his termination  
15 notice. We actually have permission from CMS to extend  
16 that to 60 days. So we would like for Samuel to  
17 respond right away and let us know that he would like a  
18 fair hearing. But under the circumstances, CMS has  
19 allowed us to extend to 60 days for Samuel to be able  
20 to submit that request. We will receive it in our  
21 legal office and take the next steps with the  
22 administrative court. And there's just a flag here  
23 that if we see something in Samuel's request that  
24 indicates really unusual circumstances that we will  
25 potentially flag that and go back to the eligibility





1 agency. So, yes, he will move through the fair hearing  
2 process, but if we see something concerning, we will  
3 try to catch that in real-time, go back and have a  
4 conversation with the eligibility agency while he's  
5 going through fair hearing and maybe get it resolved a  
6 little bit more quickly.

7           It's possible, and we want our community to  
8 be aware of this, that Samuel will be hearing from both  
9 Medicaid and GetCoveredNJ at the same time, and that  
10 might be a little bit confusing. "Medicaid is still  
11 reaching out to me; GetCoveredNJ is reaching out to  
12 me." That's actually the goal, to make sure that  
13 everyone is talking with Samuel about his options going  
14 forward, because whatever happens in that fair hearing,  
15 we want him to remain covered.

16           So we hope that we'll be able to work  
17 through that with members like Samuel in a way that is  
18 clear. We are very closely partnering with  
19 GetCoveredNJ to try to have really consistent,  
20 streamlined communication where we each understand the  
21 messages that the other program is providing, but we  
22 will have members who are interacting with both  
23 programs at the same time. And so we wanted to share  
24 that. If anybody is aware of concerns or challenges

25 related to that, please know that the intention is to

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1 make sure folks have coverage. And share with us any  
2 concerns that you're hearing so that we can try to  
3 address those.

4 Sofia is the member who really resonates for  
5 us. We've talked about Sofia extensively. And really,  
6 all day every day, we talk about Sofia here at DMAHS.  
7 In Sofia's example, she doesn't respond to the  
8 eligibility mailing. Maybe she never received that  
9 mail. Maybe she received it, got distracted, set it  
10 aside, she thought she would come back later and she  
11 never did and the renewal form didn't get returned. In  
12 any case, she receives the disenrollment notice, but  
13 she wants to remain enrolled, too. She has fair  
14 hearing rights, just like Samuel, and she can go  
15 through that process. But the important thing that we  
16 would like you to share with the Sofias in your life --  
17 and she resonates for many of us who put  
18 important-looking mail aside to read later. Please  
19 share with Sofia that her renewal response is the most  
20 important thing. If she can fill that out and get it  
21 back to us, then, as Greg mentioned earlier, we can do  
22 that eligibility review right away. And, hopefully, if

23 we find that she's still eligible, we can go ahead and  
24 retro her eligibility back to the date where she  
25 initially was terminated. So there really is an



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1 opportunity here to grab Sofia and support her through  
2 getting that renewal back in to us even if she missed  
3 the original deadline. I want to share that with you.

4 Of course, we want people hit the original  
5 deadline so there's no risk of termination. But just  
6 in case she misses it, we want her to know that she  
7 should just go ahead and send that renewal back in.

8 And as I said and as Greg has indicated as  
9 well, working with our community has been really  
10 important leading up to this moment and will be  
11 important as we go forward. So a couple of things, we  
12 have a great website that folks have been really  
13 thoughtful about trying to make sure that it's  
14 providing information that you need in the community,  
15 answering questions that folks have asked us. There  
16 are materials there in English, Spanish, and 19 other  
17 languages available to print. And the website itself  
18 will translate into something like 200 languages.  
19 These are important messages for community  
20 organizations to help us raise awareness of the

21 process. So we ask that you visit that site and come  
22 back again because we continue to update the site. So  
23 6,000 organizations have already received information  
24 that is shared on that site but that we also shared  
25 through the mail. And we've had a number of



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1 organizations say to us, "How can we help members who  
2 need to complete their renewal?"

3           And so we have an online training that is  
4 nearly finished where we will be able to assist train  
5 members of the community to assist our members with  
6 that renewal paperwork. If there are organizations who  
7 are hearing our message today and interested in signing  
8 up for that training, they're welcome to send an e-mail  
9 to the mailbox that is listed on is this slide. As  
10 soon as that training is available, we'll reach right  
11 back out and invite you to join us.

12           This is an example of some of the materials  
13 that are available on the site. And I always sort of  
14 pause on this slide and appreciate the opportunity to  
15 live in a state as great and diverse as New Jersey.  
16 And I want to take a moment to thank our teams that  
17 have been working so hard on this to support our  
18 diverse membership of now almost 2.3 million

19 New Jerseyians.

20 This is really a project that is absolutely  
21 enormous and touching every part of our organization.  
22 Our team represents the diversity that you see on this  
23 slide, and they are working hard to serve New  
24 Jerseyians the best way possible in this process. So  
25 it's a marathon. It will be 12 months of hard work to



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1 do this right, plus some follow-up after that. And  
2 we're really focused on doing it the best way possible.

3 We have one more slide on this -- one and a  
4 half more slides on this where we just really wanted to  
5 underscore and re-share these messages about making  
6 sure addresses are updated, responding to mail, and  
7 then some additional messaging, hopefully nothing on  
8 this slide is news to you. All our members have appeal  
9 rights around eligible decisions. If they didn't  
10 respond to the mailing in the first place, they should  
11 just respond, get that back to us so that we can  
12 reconsider that application. And, of course, we're  
13 working closely with state-based health insurance  
14 exchange. Our community partners are critical to this  
15 process.

16 And here's the last half slide which I am

17 not the best person to talk about, not being much for  
18 social media, but we are out there on social media and  
19 we ask that you follow the Department of Human Services  
20 feed and share and re-share the posts on your own  
21 feeds.

22 So, Dr. Spitalnik, I would like to pause and  
23 see if you or members of the MAAC have questions for  
24 us.

25 DR. SPITALNIK: Thank you so much. And

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1 thank you, Jen and Greg, for this presentation. And  
2 thank you also for these extensive outreach materials  
3 and efforts. And I think it's worth raising up the  
4 outreach to other states so we can learn by experience  
5 as part of the program.

6 I turn to Beverly and Mary Coogan on the  
7 MAAC who each had comments or questions to make.

8 Beverly and then Mary, please.

9 MS. ROBERTS: Thank you.

10 And thank you, Greg and Jen. This was an  
11 excellent, excellent presentation.

12 As you know, I'm concerned very specifically  
13 about people with intelligential and developmental  
14 disabilities, but you have to be concerned about

15 thousands and thousands of folks, about everybody. So  
16 I'm very much aware that you have a gigantic, gigantic  
17 job, you and your team, to take care of.

18 A couple points that I wanted to underscore.  
19 The first is -- and Greg said this, but I wanted to  
20 underscore it -- that if a person is now eligible in a  
21 different category than what they had been approved for  
22 previously, it is a requirement that they be approved  
23 for any and all other types of NJ FamilyCare Medicaid  
24 for which they would qualify. And folks with IDD, that  
25 might include a DDD waiver unit. So I know you know



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1 this, but really for the attendees at this Zoom, I just  
2 wanted them to also have that information underscored.

3 And the second point was something that Greg  
4 had said that I wanted to comment on. Because of the  
5 new improved NJ WorkAbility regulations, if somebody  
6 with a disability has NJ WorkAbility Medicaid and they  
7 turn 65, they are now able to stay on NJ WorkAbility.  
8 So this is different from what Greg said about people  
9 who have Medicare. And there are a lot of people that  
10 are in that category, people with regular NJ FamilyCare  
11 expansion that turn 65. But in case there are  
12 attendees that are concerned about the issue of NJ

13 WorkAbility at age 65, I just wanted to mention that  
14 that improvement has been implemented as of April 1st,  
15 which is wonderful.

16 And then the last thing is actually a  
17 question for Jen with a comment that you had made, an  
18 excellent comment about the high-risk groups and  
19 outreach that's going to be done if they have not  
20 returned their application, the renewal application.  
21 So I view, of course, people that have developmental  
22 disabilities and receive DDD services as a high-risk  
23 group. Whether or not they are actually using their  
24 health plan services, they are using their DDD  
25 services. And as you know, they have to have Medicaid

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1 in order to continue to receive DDD. So it's just a  
2 question as to whether something could be done with  
3 regard to the DDD members if they have not returned the  
4 application in the month in which it was sent, if some  
5 sort of follow-up could be done to make sure that they  
6 return that application.

7 MS. JACOBS: That's a really good question,  
8 Bev. My quick answer -- and Greg feel free to jump in.  
9 I want to take that back. We have a close partnership,  
10 as you know, with the DDD team so that they know when



11 members are renewing. And that partnership is not new  
12 in our history. It's something that we've had for a  
13 long time. So I think a fair question is, is there  
14 anything we need to update in that partnership to make  
15 sure that we're serving that community the best way  
16 possible. And I think that's a very fair question.  
17 But we do have that existing platform to work from  
18 where our eligibility team is working closely with DDD  
19 to make sure members are aware that it's time.

20 Do you want to add anything there, Greg?

21 MR. WOODS: No. I completely agree.

22 DR. SPITALNIK: And may I also build on the  
23 theme that it was pointed out in the Q and A about the  
24 importance of awareness of people in the DDD population  
25 who would have Able accounts which would not disqualify

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1 -- the assets would not disqualify them and making sure  
2 that that information is resident across counties as  
3 well as centrally.

4 Mary, please.

5 MS. COOGAN: Thanks, Deborah. I just want  
6 to acknowledge all the work and effort that's gone into  
7 the planning of this unwinding process that, as you all  
8 said, it's a tremendous undertaking. I think the video

9 is great. I put that in the chat. The postcards are  
10 great. And I really want to applaud the health plans  
11 and all the community organizations that have stepped  
12 up to assist with the outreach, which is critical, as  
13 you pointed out. I would just urge everybody who is on  
14 this call to take advantage of the links that Sam  
15 posted in the chat, share the video, share the  
16 information from the website. Don't assume. The  
17 people that you're interacting with every day are not  
18 in FamilyCare and they're not aware. They're not aware  
19 that this is going on. Even though all of us are  
20 inundated with information, your average person in the  
21 neighborhood is not aware that this process is taking  
22 place, and it behooves all of us to assist with this  
23 outreach so that FamilyCare achieves its goal of not  
24 losing anybody who is eligible for coverage.

25 DR. SPITALNIK: Thank you.



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1 Wayne, please unmute and ask your question  
2 or make your comment.

3 MR. VIVIAN: Hi. Thank you for taking this  
4 question.

5 First, I want to thank Carol Grant and  
6 Phyllis Melendez for doing an excellent presentation at

7 our recent conference on this issue. We really  
8 appreciated their effort.

9 We have great concerns regarding this issue.  
10 Mental health consumers are notorious for not opening  
11 mail, especially if they think it's official mail.  
12 They're always afraid of bad news or something that  
13 they're going to be cut off from benefits, any kind of  
14 letters from Social Security, anything official.  
15 They're just -- some of them -- we've actually worked  
16 on issues in our housing program with consumers who are  
17 actually afraid to open their mail. So I was really  
18 glad to hear about the text messages.

19 The other issue that I'm very concerned  
20 about is the homeless because they don't have  
21 addresses. Again, hopefully, you can expand the text  
22 messages to make sure that those consumers get this  
23 information because mental health consumers, as much as  
24 any group, rely on Medicaid for their services, for all  
25 their services, their physical, mental behavioral

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1 health services.

2 The other issue I have, and I talked about  
3 this during Carol Grant's and Phyllis Melendez's  
4 presentation at the conference, is I have full

5 confidence in what you're doing at the state, on the  
6 state level, and what you're doing in the Medicaid  
7 office, but I do not have that same confidence in our  
8 local welfare offices who will be handling these  
9 renewals. Even with that -- even without this whole  
10 project, we have to bring documents sometimes two and  
11 three times to the office for them. And then they  
12 never get it, they didn't get it. We know they got it.  
13 We hand-delivered it to them. You know, so you could  
14 do everything you can. And like I said, I have full  
15 confidence in what you're doing there in New Jersey, in  
16 the state, but I do not have that same confidence in  
17 the local welfare offices.

18 MS. JACOBS: Thanks, Wayne. I think the  
19 feedback -- you know, counties are different. There  
20 are 21 of them. They each have their own operations,  
21 and we do get feedback on people's experiences with  
22 their county offices. Sometimes that feedback is very  
23 positive, and sometimes it's very negative. And we  
24 have been working really closely with our county  
25 partners.

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1 One thing I will say, this system is still  
2 work in progress, for sure. But in the days before the

3 pandemic -- really, let's say a year or two before the  
4 pandemic, the system was almost entirely paper-based  
5 and really significantly paper-based. Like, we have  
6 systems that have been around forever, but major  
7 components of the workflow were happening on paper.  
8 And that meant it was difficult for the counties to  
9 track paper. It was difficult for us to have a line of  
10 sight to how they were doing on that paper. Right? So  
11 years ago, people set up a plan that we have been in  
12 motion with during this time, and the goal of that plan  
13 was really to digitize as much as we could, to automate  
14 work that would make the process more efficient for the  
15 humans who are doing it, and give them time and space  
16 to be able to do that work in a high-quality way. We  
17 have seen really significant improvement in audit  
18 outcomes over the course of the pandemic, and we now  
19 have a better line of sight into the operations at the  
20 counties so we're able to support them better and  
21 they're able to come to us when they need help.  
22 Everybody just has a little more visibility than we had  
23 in the days of paper. So I'm hopeful that people will  
24 see an improved experience as we move forward here  
25 because of all the work that has been done by technical



1 teams and all the training that we have done with  
2 individual workers.

3           If we have challenges at specific counties,  
4 we will be able to address those because of the systems  
5 improvements. We'll see it better than we could see it  
6 in the past, and we'll be better positioned to address  
7 anything that's going on. So I hope that you and  
8 others will bring any concerns to us so that we can  
9 work through them carefully with our partners at the  
10 counties.

11           MR. VIVIAN: Well, if I may just ask one  
12 more question or couple more comments. I did during  
13 the workshop in the presentation, I did say that COMCO  
14 during every membership meeting that we have, we are  
15 going to start out with the message that reminders  
16 about the unwinding process and the recertification.  
17 However, too, what I really was hoping is that let's  
18 say somebody has real problems in the county level.  
19 Because, like I said, even before the unwinding -- this  
20 is not the unwinding. I'm talking about just people  
21 applying now for new applications for Medicaid, we have  
22 unbelievable problems, you know, like I described. And  
23 I was hoping that there would be a way that if somebody  
24 has repeated problems, "Oh, we didn't get the  
25 document," is there a way they can contact New Jersey



1 Medicaid to say that, "Look, this is what's going on in  
2 the county. I can't be cut off from my Medicaid  
3 because the county is efficient."

4 MS. JACOBS: Every day people are calling  
5 our hotline with concerns, and we are addressing those  
6 individual concerns to resolve them and also looking at  
7 what was the root cause of that, is that potentially  
8 impacting a lot of people and not just this one?

9 So anyone who is having a struggle with an  
10 eligibility agency, whether it's a county or a vendor,  
11 we would ask them to call our hotline and share that  
12 concern.

13 One thing I'll say to you about new  
14 applications, to my knowledge, we don't have any  
15 significant delays on new applications right now. I'm  
16 going to keep a close eye on that as we go forward here  
17 with unwinding.

18 MR. VIVIAN: We do in the county. We do.  
19 We do have issues.

20 MS. JACOBS: Well, I would be happy to talk  
21 with you about that, then. Let's talk about some of  
22 the specific details so that we can tackle that. We  
23 have better reporting than we've had in the past. It

24 gives us some clarity as to how much volume counties  
25 are dealing with and how quickly they're turning stuff

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1 around, but I'm really happy to dig into any specific  
2 problems you're experiencing maybe at a certain county  
3 or two.

4 MR. VIVIAN: And this will not affect  
5 presumptive eligibility, right? None of this will  
6 affect presumptive eligibility, will it?

7 MS. JACOBS: Presumptive eligibility process  
8 has been pretty consistent over this period.

9 Greg, did you want to cover anything related  
10 to PE?

11 MR. WOODS: No. I think I would say the  
12 presumptive eligibility process will continue. What  
13 we're discussing today isn't going to affect that.  
14 There were a couple of limited flexibilities that we  
15 had from the federal government during the Public  
16 Health Emergency that are related to presumptive  
17 eligibility that will end. So that's the only caveat,  
18 and it's a little bit deep in the weeds. It's things  
19 like allowing members to have multiple presumptive  
20 eligibility periods within a certain time frame. And  
21 we will be providing some public notice around that as



22 well. The basic functioning of the presumptive  
23 eligibility process will not be changing.

24 DR. SPITALNIK: I'm so grateful to Wayne for  
25 raising these issues about operational determinations

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1 at the county level. I really appreciate, Jen, your  
2 willingness to dig deeper into this. I'm going to move  
3 on to Nicole's question.

4 MR. VIVIAN: Thank you. Thank you for your  
5 patience.

6 DR. SPITALNIK: Thank you for raising the  
7 issues. That's why we're together and we're so  
8 appreciative.

9 Nicole, please.

10 DR. MCGRATH-BARNES: Thank you. I just want  
11 to thank Jennifer and Greg for a wonderful  
12 presentation. This is my first time, so this is  
13 wonderful, all of the information.

14 I love the fact that you spoke about empathy  
15 and understanding because that's what truly disarms the  
16 children, the families in our community, when they feel  
17 there is understanding of what the plight or what  
18 they're going through in terms of access to care.

19 I share the same sentiments with Wayne. My

20 concerns about the homeless families and the transient  
21 families. Here in our dental homes, we have lots of  
22 homeless families. They don't get mail. They're at  
23 one relative's home and they move to another. I'm glad  
24 that Wayne did bring that up so that that can be  
25 addressed. And I know that everything -- this is work

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1 in progress, so that was one of my concerns.

2           And then another question that I had, so the  
3 seniors, if they become ineligible for NJ FamilyCare  
4 and now transition to another supplemental plan, is the  
5 coverage comparable? For instance, I'm speaking more  
6 towards dental services. So if we have a senior who is  
7 no longer eligible for NJ FamilyCare. Now they  
8 transition over to Medicare. A lot of Medicare does  
9 not cover dental comprehensive. They can barely get an  
10 exam and cleaning and an x-ray. And if they're in the  
11 middle of treatment getting dentures where there are  
12 denturists or partially a denturist and they need that  
13 treatment, what happens there?

14           MS. JACOBS: There's five things you said I  
15 want to follow up on. And I would love to connect you  
16 with Dr. Stanley who is our dentist to make sure on  
17 clinical questions that we're not giving you incorrect

18 answers on those.

19 I want to come back to -- I was scribbling  
20 as you were talking. The homeless population. We've  
21 had some conversations with community advocates,  
22 including homeless shelters saying, "What's the best  
23 way for someone to get their mail if they're currently  
24 unhoused?"

25 And we feel that -- and you sort of touched

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1 on it. There's often a place in the community that is  
2 their touch point where they may receive mail. It  
3 could be a family member. It could be a community  
4 organization. It could be the homeless shelter I'm in  
5 a meeting with. And wherever it is that is the place  
6 they receive mail, that's where we would like them --  
7 that's the address we would like them to give us. So  
8 if it's a family member, that's fine. If it's the  
9 shelter, that's fine. Our real intention is to make  
10 sure that our mail ends up in their hands. So that's  
11 the approach there. And we've been having  
12 conversations with the shelters to make sure that we're  
13 partnering really closely in serving the people that we  
14 mutually serve the best way that we can.

15 I also wanted to touch on -- you mentioned

16 empathy and member experience. And as we have been  
17 talking about health equity as an organization, what  
18 does health equity mean for us at New Jersey Medicaid,  
19 one of the things that people talk about with health  
20 equity, of course, is clinical outcomes, health care  
21 outcomes. We talk about disparities in maternal-child  
22 health, in end-of-life care, in preventative care,  
23 really, the full range where we see disparities in  
24 specific demographics that we feel we want to tackle.  
25 I always think of that as clinical equity. We want to

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1 close those gaps, we want to address those disparities.  
2 But there's another thing we talk about, a second  
3 thing, which is operational equity. And this is about  
4 the experience that people have with our program, which  
5 is what you were flagging a minute ago. If people call  
6 our program and they feel that they were treated  
7 without care and concern, that there was not, for  
8 example, empathy for the situation they were  
9 describing, we've seen research from Dr. Jamila  
10 Michener which says they will disengage.

11 DR. MCGRATH-BARNES: Yes.

12 MS. JACOBS: And if you want the clinical  
13 outcomes to improve, you need the person to feel

14 engaged and heard and understood. And so the  
15 operational piece really matters, and that's where we  
16 talk about customer service, where we talk about  
17 eligibility processes, language translation, our  
18 transportation program. These aren't things that you  
19 think of as clinical, right? But they are part of the  
20 experience that members are having with our program,  
21 and we want to be mindful of that as we're trying to  
22 get folks to engage with the health care side, the  
23 clinical side.

24 DR. MCGRATH-BARNES: Absolutely.  
25 Absolutely. Thank you, Jennifer.

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1 More often than not, children and families  
2 in the marginalized communities are used to going to  
3 subpar places and they're being treated a certain way,  
4 and we want to change that perspective because it  
5 shouldn't be. I mean, if we're trying to get these  
6 positive outcomes, we need to start from the minute  
7 someone answers the phone welcoming them and being  
8 there at their side to show the empathy, compassion,  
9 and understanding. So I'm really happy that that's  
10 part of it. And I'm good friends with Dr. Bonnie  
11 Stanley, and I will send her a couple of e-mails after.

12 Thank you.

13 DR. SPITALNIK: Thank you, both. The  
14 unfortunate role of the Chair is to cut off good  
15 conversation, but with the commitment to follow up  
16 particularly around these operational issues around the  
17 county.

18 I want to be responsive to the larger group  
19 of stakeholders with the reminder that the PowerPoints  
20 will be listed on DMAHS site. And so having the chance  
21 to look at them more closely will give some of the  
22 information that people want to pass on to their  
23 constituency.

24 And then one very concrete question for  
25 Greg, I think, before we move to Cover All Kids is what

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1 percentage of people are you anticipating or have you  
2 seen that are ex parte eligibility? And that was asked  
3 at both the state level and the 12-month increments.

4 MR. WOODS: That's a great question. I will  
5 say, Dr. Spitalnik, we are still collecting that data  
6 for April and expect to have that in the coming weeks.  
7 So that may be a get-back for a future MAAC. We can  
8 give some more information about that. In general, I  
9 think our expectation for ex parte, it's not going to

10 be most members who are successfully renewed that way,  
11 but we think it will be a significant share, a  
12 significant minority of members. I don't have a  
13 numerical answer today, but that is something we can  
14 come back on.

15 DR. SPITALNIK: Thank you.

16 Jen, did you want to add anything before we  
17 move to Cover All Kids?

18 MS. JACOBS: Very quickly, because there  
19 were a few questions I just wanted to make sure that we  
20 answered that I can see in the Q and A.

21 We had folks ask about whether or not we  
22 could print posters, the posters that are available  
23 online. And we can provide preprinted posters for  
24 folks who want large quantity. So please feel free to  
25 request that through the website on the StayCovered

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1 page.

2 We had folks ask if we were leveraging the  
3 free phones program, which is the federal Lifeline  
4 Program different from the state Lifeline Program. And  
5 that is the program that provides free phones to  
6 Medicaid beneficiaries and other lower-income  
7 individuals. We are taking advantage of that program,

8 and we intend to be texting those folks on their cell  
9 phones in the way that I described earlier.

10 Folks asked about translation services. We  
11 do this translation available at our call centers and  
12 at our health plans. And as I mentioned, the website  
13 also translates so we're really hoping to be language  
14 accessible in that way.

15 And then the last thing I wanted to mention,  
16 because there was a note about online applications,  
17 there will be some individuals -- we probably haven't  
18 talked about this enough. There will be some  
19 individuals who receive a letter with their renewal  
20 mail that says, "You have the option of doing this  
21 renewal online." It's a unique individual code that  
22 they enter on the website that lets them go ahead do  
23 their renewal on the computer. Not everybody wants to  
24 do that, and that's fine. But we did want to point out  
25 that's new functionality that will be quicker and

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1 easier for folks who are computer inclined.

2 DR. SPITALNIK: Thank you so much.

3 As we move to Cover All Kids, with great  
4 admiration and excitement about Carol as you present  
5 Cover All Kids, I need to ask you maybe to condense



6 some of the presentation to make sure that we get  
7 WorkAbility and the waiver. So with apologies, maybe  
8 the first four or so slides.

9 MS. GRANT: I'll be quick.

10 DR. SPITALNIK: Thank you.

11 MS. GRANT: I'll be quick.

12 I'm really happy to be here this morning. I  
13 wanted to thank Wayne for his kind comments. Frankly,  
14 we learn more from consumers, I think, than sometimes  
15 they learn from us. So it was really a very  
16 informative session. That's all I'll say about that.  
17 Thank you.

18 I'm so happy to be here and to report  
19 continued growth in enrollment in this important  
20 initiative. Our overall growth since July of 2021 is  
21 73,902 children under the age of 19.

22 Phase 1 of the program really was focused on  
23 those who were eligible but not enrolled who met  
24 citizenship and qualified immigration status.

25 Phase 2 which began in January enrolled all

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1 children regardless of immigration status. And I am so  
2 pleased to report that since January, we have, in fact,  
3 enrolled 12,217 children. Every time I see that number

4 go up, I have to give myself a little gasp. This  
5 program has just sort of reflected there's such a  
6 tremendous need for the service, and we're really very  
7 quite proud of it, I guess is the point. These are  
8 kids who would not have been able to be covered at all  
9 without Cover All Kids Phase 2, and we are thrilled  
10 that families are taking advantage of this.

11 We have continued to do enhanced outreach,  
12 and I've given sort of a list of outreach events that  
13 we have attended to help spread the word here.  
14 Obviously, people are doing a heck of a job because  
15 people are, in fact, enrolling.

16 We also continue to work monthly with our  
17 Cover All Kids working group. They're not only focused  
18 on outreach and enrollment but also retention. And we  
19 really combine our Cover All Kids presentation with our  
20 unwinding implementation. Many families really are of  
21 mixed status and have mixed needs. We have found great  
22 interest and great return on investment for doing all  
23 of that.

24 I have to say I think this is a truly  
25 collaborative endeavor with our state and community



1 partners, without which I don't think we could really

2 get this job done.

3 The last thing I will say is our future  
4 goals in addition to really doing outreach enrollment  
5 and worrying about retention is really to help children  
6 and families use the full breadth of the benefit under  
7 New Jersey FamilyCare for better health outcomes. So I  
8 think there's more to come on this. Right now, we're  
9 still talking numbers but then we hope to talk a little  
10 more about substance. And then we've given you a way  
11 to learn more and to apply, including one of those  
12 modern QR codes.

13 So thank you very much. That's it. I hope  
14 that was long enough and short enough at the same time.

15 DR. SPITALNIK: Carol, it was wonderful,  
16 both in the accomplishment and the succinctness. Is  
17 there anything that anyone in the MAAC must say at this  
18 point before we move to WorkAbility?

19 Nicole.

20 DR. MCGRATH-BARNES: Thank you, Carol, thank  
21 you so much.

22 KinderSmile Foundation is so excited of this  
23 New Jersey expansion where all children are now  
24 eligible because in a lot of our dental homes, we have  
25 black and Latino. And most of the Latino children



1 weren't eligible. So now being able to get them to  
2 sign up, not only for dental, but vision and medical is  
3 absolutely wonderful. And during our Give Kids a Smile  
4 Day, which was the first Friday in February -- it's a  
5 day that most dental offices open up their offices to  
6 provide free dental services for all children, ages 0  
7 to 12. My concern is -- and we did have WellCare sign  
8 up those children that were undocumented, and the line  
9 was literally out the door. My concern is the dental  
10 providers. Now that we have over 12,000 children  
11 signed up, where do they go to get treatment,  
12 especially dental services? We're just a small, tiny  
13 organization trying to do the best that we can. And  
14 since the pandemic, we've lost dental providers due to  
15 increase in expense and PPE. So that's one of my  
16 concerns. Where are these children going to go when  
17 there are emergencies and we don't have enough dental  
18 providers to meet the need? So that's my concern.

19 DR. SPITALNIK: Thank you for raising that.  
20 And I have noted it, and we will continue to look at  
21 that as we build our agenda.

22 I need to move us to our conversation about  
23 WorkAbility. And welcome back Becky Thomas with the  
24 same plea of the importance and not wanting to give

25 short shrift, but ensuring that we get through our

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1 agenda and respect the people's time.

2 Becky, welcome, and thank you.

3 MS. THOMAS: Thank you, Dr. Spitalnik. I'm  
4 going to put my Carol Grant hat on and make this move.

5 Thanks for having me. I wanted to do a  
6 quick update about the New Jersey WorkAbility  
7 expansion. Just a reminder that the New Jersey  
8 WorkAbility offers people with disabilities who were  
9 working and whose income would otherwise make them  
10 ineligible for Medicaid, they have the opportunity to  
11 receive full Medicaid coverage.

12 So we've been approaching the expansion with  
13 two phases. I'm happy to report that Phase 1 expansion  
14 launched April 1 of this year, as Bev was noting  
15 earlier. The program is now open to all people over  
16 age 16 who received a disability determination prior to  
17 age 65 is now free from spousal deeming requirements  
18 and free from asset limits. It's also is available to  
19 enrolled members for 12 months after a job loss that  
20 happens through no fault of their own.

21 As we are now focused on Phase 2, we're  
22 looking at expanding eligibility for higher income

23 levels, and policy and system implementation activities  
24 are underway for a Fall 2023 go-live.

25 On our next slide, I want to talk about the



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1 tremendous support and guidance we have with our  
2 community collaboration. At the beginning of this  
3 year, the DMAHS added a subgroup for our communications  
4 strategy discussions. That is part of our WorkAbility  
5 community workgroup. So this communication strategy  
6 subgroup is made up of advocates with lived experience,  
7 community advocates, and family members. The meeting  
8 is facilitated with the support for the Centers for  
9 Health Care Strategies.

10 So the subgroup has met a couple times, once  
11 in February, once in March, and has provided real-time  
12 feedback regarding effective communication  
13 opportunities, specifically as you move into our  
14 expansion opportunities.

15 So really valuable feedback helped us bring  
16 clarification and guidance for the community through a  
17 few initiatives around our April 1 launch. So updates  
18 to our current New Jersey WorkAbility web page for  
19 Phase 1, the messaging and strategy for reaching a  
20 broader audience for our current WorkAbility members

21 and for our potential New Jersey WorkAbility members.  
22 We have social media posts and YouTube videos in both  
23 English and Spanish. And we are working on the design  
24 of a new New Jersey WorkAbility site which will be very  
25 similar to the Cover All Kids and StayCoveredNJ



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1 platforms. And I want to let you know that a full  
2 workgroup, that's our large work group, will be meeting  
3 again in early May.

4 Our next couple of slides with respect to  
5 timing, I wanted to share that these are a couple of  
6 examples of the outcomes of the work with our community  
7 group. So this is just a quick snapshot of the New  
8 Jersey WorkAbility site currently. And this is just to  
9 show you an example of how when you go to that web page  
10 it shares the April 1 information. And here's a  
11 screenshot of what our social media forum looks like  
12 with the social media post here.

13 Our next slide, please.

14 We have two videos. One is in English, and  
15 one is in Spanish. We do have the links here.

16 Jen, are we pivoting for a quick watch?

17 MS. JACOBS: It's just a minute,  
18 Dr. Spitalnik, so hopefully, we can swing it.

19 (VIDEO: "This is an exciting update about  
20 New Jersey's WorkAbility program. New Jersey  
21 believes a job should free someone's potential,  
22 not limit it. So NJ WorkAbility offers working  
23 individuals with disabilities the opportunity  
24 to receive full NJ FamilyCare coverage. And as  
25 of April 1st, the program expands to even more

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1 individuals. Under these changes, those aged  
2 16 and older are now eligible. Spousal income  
3 no longer counts toward eligibility. There are  
4 no asset limits. And a WorkAbility will  
5 provide a year of coverage if you lose your job  
6 through no fault of your own. This is a new  
7 chapter for WorkAbility, one that makes  
8 WorkAbility coverage broadly accessible to more  
9 individuals who need it. We're pleased to help  
10 make WorkAbility work for you.")

11 MS. THOMAS: Thank you. So we're really  
12 excited and appreciate all the assistance that we had  
13 to bring this information to our community. And thank  
14 you to our community partners who are giving us the  
15 impetus, the guidance, the feedback to make this a  
16 viable effort. Thank you.



17 DR. SPITALNIK: Becky, thank you so much for  
18 your leadership and your openness to input and your  
19 active seeking of it.

20 Can I impose upon the members of the MAAC  
21 for us to move to our next topic?

22 Again, with apologies. The richness of the  
23 program is also putting us in conflict with time.

24 Self-directed services. Jen, I'll turn to  
25 you again.

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1 MS. JACOBS: You made me laugh because it  
2 does that all day every day, the richness of the  
3 program puts us in conflict with time.

4 This is just an update for you, a little bit  
5 of a change coming with respect to self-directed  
6 services. We're excited about this and wanted to  
7 share. Here's a little bit of background.

8 In 2016, the Department of Human Services  
9 contracted with an organization called Public  
10 Partnerships, LLC, which is widely known as PPL, to  
11 provide fiscal intermediary services for three  
12 different self-directed programs. These programs  
13 previously operated separately, but you're potentially  
14 familiar with one or more of them. One of them is our

15 Personal Preference Program that is operated by DMAHS.  
16 One is the DDD Vendor FEA Fiscal Employer Agent  
17 Program. And the third is the Division of Aging  
18 Services JACC Program.

19 These three, previous to this contract,  
20 operated separately. They were brought together under  
21 this contract. They still operate separately but with  
22 the same vendor, and that contract ends in November of  
23 2023, which led us to an operational discussion. It's  
24 more operations than policy. How will we continue to  
25 administer the services that are provided by these

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1 three programs?

2 And this is the path forward. We have  
3 reviewed operations under the consolidated contract  
4 that's been an extensive conversation. And the  
5 Department has determined that the needs of these three  
6 programs are best served actually through a different  
7 procurement approach. So the services will be procured  
8 in three ways. And I am not in a position to speak in  
9 detail about the two other than the DMAHS program, but  
10 I have a little bit of information here and more will  
11 be provided in days to come.

12 The DMAHS program, PPP, our Personal

13 Preference Program, we will shift the fiscal  
14 intermediary responsibilities of that program. That is  
15 the role of the vendor to help our -- and maybe I  
16 should just pause and say these are three programs that  
17 enable individuals to hire the workers who are  
18 assisting them with Medicaid coverage services. So you  
19 would have the option of going to an agency for those  
20 services; that is not your preference. You have a  
21 friend, a neighbor, someone in the community that you  
22 would prefer to do that work instead, these three  
23 programs of hiring that individual to support you.

24 So our Personal Preference Program will  
25 shift so that our Managed Care Organizations are

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1 actually the fiscal intermediary that helps our members  
2 hire those workers and supports, for example, payroll  
3 functions that our members would not want to worry  
4 about. So there's a role there for what we call fiscal  
5 intermediary. That is how we have used PPL in the  
6 past.

7 Going forward, we are going to put that  
8 responsibility with the Managed Care Organizations.  
9 That is consistent with our focus on better-coordinated  
10 care management and vendor accountability. So each MCO

11 is going to provide or contract for these fiscal  
12 intermediary services according to the specific  
13 requirements that are laid out by DMAHS. And Becky is  
14 going to talk to you a little bit about our vision for  
15 that and the work we'll do with our community in that  
16 regard. But that is going to better align for us  
17 responsibility for the PPP Program in that partnership  
18 that already exists with the MCOs. So we'll talk a  
19 little bit more about our vision for that.

20 I am able to share a little bit less  
21 information on DDD and Aging Services right now. But  
22 big picture, the Department of Human Services will  
23 issue a request for proposal for operation of each of  
24 those programs. And from a DDD point of view, we  
25 wanted to specify this is not for the Easterseals



1 Agency with Choice program. This is really specific to  
2 the FEA, the vendor Fiscal Employer Agent program.

3 So more information will be available from  
4 those divisions. And as those are RFPs come online,  
5 that's obviously a procurement process, so there are  
6 careful steps that are taken in that regard. And  
7 likewise, DMAHS will also be providing additional  
8 information on this as we go forward.

9 I asked Becky as our local expert and  
10 thought leader on self-direction to just talk to you a  
11 little bit about our vision for the future of the  
12 Personal Preference Program.

13 So thanks again for joining us today, Becky.

14 MS. THOMAS: Thanks, Jen. So as we move our  
15 lens on this new opportunity, we want to look to  
16 national lessons and best practices as we look how  
17 New Jersey can move self-direction even further. So  
18 these are a few but five really important key elements.  
19 So community partnership and collaborative engagement  
20 to ensure a smooth transition. So similar to the EVV  
21 self-direction work group which has been noted as a  
22 national model, so we're going to continue with that  
23 model, we want user-friendly tools for members,  
24 caregivers, and workers.

25 As Jen mentioned, high-quality care and



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1 training opportunities. How are we meeting members  
2 where they are?

3 Customer service focus with members  
4 satisfaction targets, and flexibility and agility to  
5 adopt best practices; this is a continually growing  
6 program, and we want to maintain our ability to grow

7 and learn with it.

8 Thanks, Jen. I appreciate the opportunity  
9 to share that feedback.

10 MS. JACOBS: Thank you, Becky. And we  
11 really appreciate you and your team for your  
12 leadership.

13 If folks are seeing the slide right now, the  
14 blue box points out we have more than 28,000 members in  
15 the PPP Program in New Jersey. And everything is  
16 relative, but this is one of the largest self-direction  
17 programs in the nation. And Becky and her team have  
18 really led us so well to this place. And we're excited  
19 for a new view and a new future chapter here.

20 DR. SPITALNIK: Thank you both.

21 Bev, I know you had a quick comment or  
22 question.

23 MS. ROBERTS: Yes, very, very quickly.

24 Thank you very much, Jen and Becky.

25 So as you look toward national lessons and



1 best practice on the PPP aspect of this, do you think  
2 it would be possible to reach out to a state or two  
3 elsewhere and get lessons learned, advantages and  
4 disadvantaged, and what they would do differently if

5 they were going to start this again? And that might  
6 help us as you do the planning for New Jersey.

7 MS. THOMAS: Thanks, Bev. That's a great  
8 question and a great opportunity for us to see what we  
9 can learn from other states. We can also reach out to  
10 applied self-direction to see if they have some  
11 guidance in some other states to see we can have a  
12 conversation and see what we can learn from them. So  
13 thank you. We will add that to our process. I  
14 appreciate that.

15 MS. ROBERTS: Thank you.

16 DR. SPITALNIK: Thank you all.

17 And we now turn to Greg Woods and Jonathan  
18 Tew about the 1115 Comprehensive Medicaid  
19 Demonstration.

20 MR. WOODS: Thanks, Dr. Spitalnik. And I'm  
21 mindful of the time, and so we'll try and abbreviate  
22 this presentation a little bit. I'm going to give a  
23 little bit of context, and I'm going to particularly  
24 try to abbreviate that and then I'm going to hand it  
25 off to Jon who is going to talk about the substance,

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1 which I assume is what's of greater interest to this  
2 group.

3                   So just very, very quickly, for those who  
4                   are unfamiliar, the 1115 Demonstration is the mechanism  
5                   through which we receive federal authority to run major  
6                   elements of our program. It needs to be renewed and  
7                   renegotiated with our federal partners at the Centers  
8                   for Medicare and Medicaid Services approximately every  
9                   five years. In New Jersey, we have a Comprehensive  
10                  1115 Demonstration that was first approved back in  
11                  2011. It was renewed for the first time in 2017. And  
12                  we have been going through the process for a second  
13                  renewal for some time now. Some of you may feel like  
14                  you have been hearing me talk about this renewal  
15                  process at MAAC meetings for a long time. And if you  
16                  feel that way, that's because it's true. We have been  
17                  going through this process for nearly three years. We  
18                  started this process back in 2020 and have been talking  
19                  to you about it ever since. So thank you for your  
20                  patience.

21                  Today we have good news to report, which is  
22                  that our federal partners at CMS approved the renewal  
23                  of our 1115 Demonstration a few weeks ago on  
24                  March 30th. So that's a really important milestone  
25                  that we're very pleased about and we're very excited to





1 be moving forward with that approval in hand.

2           So just to give a tiny bit more context,  
3 we're going to move to the next slide. So as I  
4 described earlier when I was talking to you about  
5 unwinding, whenever we undertake a major initiative  
6 here at DMAHS, we make sure we identify our North Star  
7 principles for that project. We did that as we entered  
8 our 1115 renewal a couple years ago. Given that we're  
9 short on time, I'm not going to talk through this right  
10 now, but I would encourage -- I know these slides will  
11 be posted afterwards for folks to take a look at these  
12 principles. I will say these are the principles that  
13 we developed a couple years ago back in 2021 early in  
14 this process. And as I was preparing for this  
15 presentation and looking at those principles and  
16 comparing them to what was ultimately approved by CMS  
17 last month, I feel like they have stood up pretty well  
18 and have guided us through the process. And our final  
19 product, though it's gone through some twists and  
20 turns, the final approval is very closely tied to these  
21 principles that we were pursuing early on. So, again,  
22 I would encourage people -- I'm going to skip this part  
23 of the presentation. I'm not going to talk through  
24 that, but I would encourage folks to take a look at  
25 those offline afterwards. It's really helpful framing



1 for the work that we're doing in the context of the  
2 1115.

3 I want to quickly just orient people. And I  
4 think we talked about this slide before at the MAAC,  
5 but it may have been over a year ago. Our 1115  
6 Demonstration works in conjunction with other policy  
7 levers that we have. So just to go over the basics  
8 really quickly, all states are required to have  
9 Medicaid and CHIP state plans. And the state plan is  
10 what governs the basics of how a state's Medicaid  
11 program works, who is eligible, what services are  
12 covered. And the state plan typically allows states to  
13 implement policy choices that are permissible under  
14 what you might think of as the ordinary Medicaid or  
15 CHIP rules set by the federal government. It  
16 essentially allows us to implement policies that don't  
17 require any waiver of those rules.

18 And we made changes to our state plan  
19 frequently. We call them state plan amendments or  
20 sometimes you'll hear us say SPAs, and these generally  
21 happen multiple times a year and they're often fairly  
22 routine.

23 By contrast, the 1115 Demonstration allows

24 us to test things that would not be allowed under the  
25 ordinary federal Medicaid laws and regulations. So it

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1 allows us to waive certain requirements about how the  
2 program needs to be run or to spend Medicaid funds on  
3 things that wouldn't otherwise be permissible  
4 expenditures. And because the 1115 is really a  
5 demonstrate authority, it's not routine, there are some  
6 critical differences. Demonstration authority, as I  
7 said, is generally time limited. It has to be renewed  
8 every five years. That's the process we've just been  
9 going through. We need to evaluate everything in our  
10 Demonstration, using independent evaluators to assess  
11 the impact. It's subject to a more stringent public  
12 notice and comment period requirement. And it's also  
13 subject to certain rules around budget neutrality which  
14 are intended to ensure that we're not spending more  
15 through the Demonstration than we otherwise would have.

16 So it can be more challenging in certain  
17 ways and it's really different in a bunch of ways. And  
18 I mention all this because while the 1115 authority  
19 gives us authority to do exciting and innovative  
20 things, it does come with a bunch of strings attached.  
21 And over the course of the last year, as we've

22 negotiated the terms of our Demonstration renewal with  
23 CMS, there have been a couple of areas where they came  
24 back to us or we had a conversation with them, and they  
25 said, "You know, we think there are creative ways to



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1 get much or all of what you're asking for under your  
2 Demonstration proposal through your state plan which  
3 will be easier and more seamless for all involved."  
4 And we really appreciated that partnership from them  
5 and we're able to move forward on that basis in a  
6 couple of different domains. And Jon is going to call  
7 out a couple of those in a minute.

8           And also just included on the right of this  
9 slide, some of the other policy levers that we use to  
10 operate our programs, many of which interact with or  
11 flow out of our state plan and our 1115 Demonstration.  
12 And I just particularly call those out because many of  
13 these will now come into play now that we have the 1115  
14 renewal approved as we move forward with  
15 implementation. We'll need to rely on some of those  
16 other levers that we have.

17           And then very quickly, I just -- if we can  
18 go on to the next slide, I just want to -- this  
19 summarizes the process that has brought us to where we

20 are now. In the interest of time, I'm not going to  
21 walk through this, but I will just call out that there  
22 has been really, really meaningful stakeholder input  
23 throughout this process, through the initial public  
24 listening sessions, through formal public hearings,  
25 through a state comment period on our draft



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1 Demonstration proposal, through our federal comment  
2 period after we submitted it to CMS. And also, I have  
3 in countless informal ways, and I have talked to many  
4 of you, both to members of the MAAC and other  
5 stakeholders who are in the audience today about the  
6 Demonstration and our team has talked to you over the  
7 last several years. And I just want to say thank you  
8 to the MAAC and to all of the stakeholders because that  
9 stakeholder input has just been -- it's been really  
10 critical for us. And it's going to continue to be  
11 important as we move forward with implementation, and  
12 Jon's going to talk about that.

13 So thank you. We're going to continue to  
14 rely on that stakeholder input. So your work here is  
15 not done yet.

16 Okay. So with that very rapid table  
17 setting, I'm going to turn over to Jon who is going to

18 explain our a hundred-odd-page renewal in 10 minutes,  
19 so no pressure.

20 DR. SPITALNIK: Thank you.

21 Jon.

22 MR. TEW: Thank you, Greg.

23 With that background in mind, we'd like to  
24 get into some of the specifics on the provisions that  
25 were approved or not approved as part of this renewal.

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1 First up, as you can see, are the major  
2 provisions that were approved. And we'd like to start  
3 with the enhancements to existing programs. So as Greg  
4 mentioned, a significant part of this renewal  
5 Demonstration period will be enhancing and expanding  
6 existing elements of our program. And that starts with  
7 the benefits provided with our MLTSS program to better  
8 support members in the community and their caregivers.

9 We'll also be providing greater flexibility  
10 and support to members in the Community Care and  
11 Supports Programs. And we'll be expanding the NJ Home  
12 Visitation pilot in partnership with our Department of  
13 Children and Families Partners, DCF.

14 We're also clarifying some of the  
15 eligibility flexibilities in the Children's System of

16 Care, specifically in the programs for youth with  
17 serious emotional disturbance and/or intellectual  
18 developmental disabilities, and will be continuing the  
19 current 12 months of continuous eligibility for  
20 postpartum individuals.

21 Finally, we sought and received authority to  
22 further integrate behavioral health services into the  
23 physical health care delivery system. And this element  
24 in particular, to Greg's earlier point, will require  
25 and be guided by extensive stakeholder input to expand



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1 this integration.

2 So on the next slide, in addition to that  
3 expansion of existing Demonstration elements, we're  
4 adding several new initiatives which we're very excited  
5 to get to work on.

6 First up is an integration of housing  
7 services into the benefits for Medicaid beneficiaries.  
8 This will include Medicaid coverage of housing-related  
9 services and, again, is going to be driven by extensive  
10 stakeholder input, a process we started prior to  
11 approval and will be continuing throughout 2023 and  
12 beyond.

13 We're also planning to increase the coverage

14 of nutritional services, including a pilot testing the  
15 impact of medically indicated meals for individuals  
16 with increased risk of gestational diabetes.

17 Another pilot we'll be running under this  
18 Demonstration is a Community Health Worker pilot  
19 program to test new approaches to delivering services.  
20 And we hope to test several approaches under this  
21 pilot, and we look forward to learning how we can --  
22 how CHWs can better impact the Medicaid program.

23 So another area is we will be offering  
24 incentives for behavioral health providers to build new  
25 health information technology functions into their new

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1 or existing electronic medical records systems.

2 And we'll be standing up another pilot on  
3 the provision of autism adjunct services.

4 Finally, we will be working towards  
5 12 months of continuous eligibility for adult members  
6 in certain income-based eligibility categories,  
7 providing those members with more stability in their  
8 health care coverage.

9 And one sort of global note I'd like to make  
10 for all of these new initiatives, and you heard Greg  
11 say it already, is that we will be running extensive



12 stakeholder engagement processes as we work to design  
13 and implement each of these programs and we have  
14 further post-approval submissions and discussions with  
15 CMS to work through as we get all of these new  
16 initiatives underway. So we will look to many of you  
17 and, of course, the MAAC it is as a part of those  
18 stakeholder efforts, and we appreciate in advance all  
19 your help and your guidance.

20 So that covers those two slides, the  
21 approved items. And we wanted to take a moment to  
22 discuss several of the elements of our renewal proposal  
23 that were not approved as we proposed them, at least.

24 So first up, we proposed coverage of certain  
25 behavioral health services for incarcerated individuals



1 prior to their release, and CMS was not able to approve  
2 our proposal during our renewal timeline, as their  
3 internal guidelines weren't yet clear on the issue.  
4 But as you may have seen recently, they released  
5 guidance for states, and there is now a pathway to  
6 approval for such services. So CMS and New Jersey were  
7 in active conversations on this topic, and we're going  
8 to determine how that guidance applies to our renewal  
9 proposal, and we'll keep you posted as we learn more.

10                   Several of our elements, as Greg alluded to,  
11 were not approvable either partly or fully under the  
12 1115 Demonstration authority, but CMS provided guidance  
13 on other authority pathways that could be used for  
14 these programs. That includes the Integrated Care For  
15 Kids model or inCK, Supportive Visitation Services,  
16 Certified Community Behavioral Health Clinics, CCBHCs,  
17 and the Regional Health Hubs.

18                   So inCK simply required a waiver of state  
19 wideness, which is the authority needed to run a  
20 program in only selected geographies of the state. And  
21 you'll see that waiver in the renewal. This doesn't  
22 change the program, it simply updates the needed  
23 authorities.

24                   Supportive Visitation Services and the  
25 CCBHCs were areas alluded to by Greg earlier where CMS

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1 felt the state plan amendment pathways existed for what  
2 we were trying to accomplish so, and we're going to  
3 pursue those initiatives with CMS's guidance in mind.

4                   And on the Regional Health Hubs, here, CMS  
5 did not specifically approve our request for authority  
6 to expand our partnership with the hubs to additional  
7 areas beyond our existing authority, however, CMS

8 recognized that the hubs will be well positioned to  
9 support our future work related to the social  
10 determinants of health and housing in particular. So  
11 that work is not only allowed, but encouraged in this  
12 renewal. And CMS also assured New Jersey that the lack  
13 of inclusion of the hubs by name in the Demonstration  
14 in no way prevents Medicaid funding from flowing to the  
15 hubs under other existing authorities.

16 So we're excited to maintain momentum on all  
17 of these initiatives no matter what authority pathway  
18 we have with CMS.

19 Finally, New Jersey was not approved to  
20 receive federal funding for subacute behavioral health  
21 rehabilitation beds. The existing coverage will  
22 continue. This was simply a request for federal  
23 financial participation wasn't approvable as we had  
24 proposed it.

25 So now on to the final 1115 slide, we just



1 wanted to give you a bit of a look at the upcoming  
2 activity that we're very excited to get started on for  
3 these expanded new activities. This slide gives you a  
4 quick snapshot of some of those post-approval  
5 activities, whether planned or already underway. Each

6 initiative will have its own timeline based on each  
7 one's need for stakeholder engagement. We have systems  
8 and internal implementation work to get to and further  
9 discussions with CMS as well as approvals.

10 So as you can see, we have significant  
11 post-approval deliverables that need to go to CMS on  
12 many of our new elements, including implementation  
13 plans, and program protocols, as well as rates and  
14 fiscal documentation. And we're hard at work on these.  
15 And we'll update you on these efforts as we move  
16 forward with CMS.

17 As we mentioned several times now, we also  
18 plan for significant community and stakeholder  
19 engagement on many of our new initiatives but  
20 especially the integration of behavioral health  
21 services, the new housing initiatives and the community  
22 health worker pilot.

23 Finally, we've begun work on the operational  
24 milestones that will be needed to stand up so many new  
25 programs quickly and effectively. This includes



1 changes to the managed care contract and IT systems  
2 changes to support each program, including provider  
3 enrollment and eligibility systems, among others.

4                   So, hopefully, that gives you a snapshot of  
5 the work ahead of us. And I'll say again, each program  
6 will have its own timeline and effort level, but we  
7 hope this helps you plan for future requests for input  
8 you will receive from us and the types of input that  
9 we'll seek from you.

10                   Greg, anything you wanted to add on the  
11 implementation of the Demonstration?

12                   MR. WOODS: I think you mostly covered it,  
13 Jon. I will just say, looking at this slide, we did  
14 just want to share, there is a lot of work for each of  
15 the major elements of the approved renewal. You can  
16 see it's available to anyone who reviewed the renewal.  
17 There are a lot of followups that we still do owe to  
18 the federal government, to CMS. It's really important  
19 to us that we do this community and stakeholder  
20 engagement to do this in a way that's reflective of  
21 that. And the operational piece is not trivial.

22                   And I say all of that just to say we are  
23 really excited about all of the elements of the renewal  
24 and we're excited to begin implementing them. Some of  
25 these are heavy lifts, though, and they will take time.



1                   Some of these things can happen relatively quickly,

2 some are going to take longer and may be measured in  
3 months and years. And we will be reaching out to  
4 members of the MAAC, to stakeholders, to talk about  
5 each of these in further depth. We obviously don't  
6 have time today to dive into any of these at the level  
7 of detail they would deserve, but we appreciate your  
8 patience. We're really excited to keep moving on  
9 these, and we will continue to share more information  
10 at future MAAC meetings and other forums as we move  
11 forward with implementation.

12 DR. SPITALNIK: Thank you. And we so  
13 appreciate your perseverance. This has been a long  
14 time coming and the excitement about the maintenance of  
15 existing programs and the expansion to others, this  
16 leads us, in respect for our meeting time, to our  
17 agenda for our next meeting, and I would see that this  
18 slide of the next steps for the implementation waiver  
19 as one of our key agenda items over time.

20 The other things that I have pulled from our  
21 meeting this morning is update on the fiscal  
22 intermediary, continued reportage on Cover All Kids,  
23 and the process of eligibility redetermination in much  
24 larger, if you will, a most cosmic issue about the  
25 availability of providers is something that I know is



1 of interest to all engaged with the people we serve and  
2 the program. That's a much longer-range conversation,  
3 but I want to make sure we revive that.

4 With that cobbled-together list, anything  
5 else from the members of the MAAC that we should be  
6 putting on our for where July 19th?

7 MS. ROBERTS: Hi. This is Bev. So I guess  
8 I'd be interested in any information on --

9 DR. SPITALNIK: Bev, you just muted. You  
10 muted after "information."

11 MS. ROBERTS: Okay. Well, I didn't do it.  
12 The computer did it on its own. I don't know what it  
13 did.

14 UNIDENTIFIED SPEAKER: It was not the  
15 computer. I'm so sorry. I was trying to spotlight you  
16 right next to each other. So sorry.

17 DR. SPITALNIK: I am rushing you.

18 MS. ROBERTS: If there's any information to  
19 share about the Phase 2 implementation on  
20 NJ WorkAbility, that would be appreciated. Thank you.

21 DR. SPITALNIK: Thank you. And I should  
22 have -- I think I take that for granted as important.

23 This is not the only opportunity for shaping  
24 our agenda, both members of the MAAC and our broader

25 stakeholder community.



1 I want to close with remarking on the depth  
2 and breadth and the activity and the efforts of  
3 everyone in the Division of Medical Assistance and  
4 Health Services, the compassion, the guidance, the  
5 value-driven decision-making through the North Star  
6 principles, again, thank you for all the effort that's  
7 put into, of course, what you do day in and day out,  
8 but to bring that to the MAAC and to our broader  
9 community. And with that, I hope I have honored the  
10 social contract among us and we end at 12:02 and look  
11 forward to being together on July 19th. Thank you all.  
12 Be well, travel safely, and enjoy this glorious spring.  
13 And, again, thank you to everyone.

14 (Meeting adjourned.)

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