Mercy Housing California
Health and Housing
Who Is Mercy Housing?

- Founded in 1981, Mercy develops, owns, and operates service-enriched housing for families, seniors, veterans and people with special needs.

- Currently owns and manages over 16,000 homes in 23 states, with offices in California, Washington, Georgia and Chicago

- One of the largest supportive housing providers in the country with over 2,200 units for formally homeless people.
Why service-enriched housing?

- Mercy Housing communities provide a platform for comprehensive health promotion and risk reduction.

- Mercy’s on-site coordinators can deliver targeted care coordination services in a community-based setting.

- Mercy staff coordinates delivery of third party services such as health screenings, physical activities, and food services.

- Mercy has the expertise and opportunity to reach individuals who elude clinic-based case management.
Services to Healthcare Outcomes

Health-Related Services
- Assistance With Benefits
- Assistance with Healthcare
- Coordination of Activities of Daily Living
- Monitoring of Community Services
- Health Education Programs
- Care Coordination
- Health Fairs, Community Events
- Onsite Health Screenings
- Nutrition and Exercise
- Aging in Place

High Value Service Areas
- Maintaining Health Coverage
- Care Coordination/Navigation
- Health Education/Risk Reduction/Outreach
- Care Transitions Support
- Direct Healthcare Services (Onsite)
- Stable, Affordable Housing

Healthcare Outcomes
- Increased Access
  (Individual Experience)
- Reduced Costs
  (Affordability)
- Improved Quality
  (Population Health)

HMA report to SAHF (May 2013)
Supportive Housing Partnerships
What is the challenge?

• Despite success of supportive housing, there is not enough funding and the timelines are too slow to end chronic homelessness if we don’t increase resources or collaborate more effectively.

• Although less glamorous, acquisitions are faster and cheaper than new construction or major rehab projects.

<table>
<thead>
<tr>
<th>Type</th>
<th>Cost</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Publicly Subsidized Affordable Housing</td>
<td>$350-$400k per unit</td>
<td>3-5 years</td>
</tr>
<tr>
<td>Privately funded Acquisition</td>
<td>$120-$140k per unit</td>
<td>6-9 months</td>
</tr>
</tbody>
</table>
Independent Long Term Care: Creating Consumer Choice and Cost Savings
Case Study: Mission Creek Senior Community
San Francisco

- Service-enriched independent living alternative to nursing home beds
- 50 of 140 units directly referred by San Francisco Dept. of Public Health
- Medicaid/Medicare costs of the 50 original DPH referrals shrank from $1.7 million per year to $253,000
- Per capita, $29,000 annual savings
Case Study: Mission Creek Senior Community  
San Francisco

- Mercy’s on-site team provides a holistic “blended” approach to services and property management

<table>
<thead>
<tr>
<th>Service Coordination</th>
<th>Health Interview</th>
</tr>
</thead>
<tbody>
<tr>
<td>Health Education</td>
<td>Food banks</td>
</tr>
<tr>
<td>Physical Activity</td>
<td>Well-being Checks</td>
</tr>
<tr>
<td>Transition Plans</td>
<td>Benefits Acquisition</td>
</tr>
</tbody>
</table>

- SF DPH also provides access to a roving team that can meet the “medical” needs of residents
Problem #1: Medicaid is overpaying for nursing homes by over $200 million/year in California

- Nursing homes or other long-term care represent 77% of cost attributable to elderly “high-cost enrollees” of Medicaid

- The CA Department of Health Care Services estimates that 12% of the state’s nursing home population or 15,000 people no longer need that level of care.
Proposed Independent Long-Term Care

• Under the Assisted Living Waiver, independent living with support services housing seniors exited nursing homes or as a diversion from entering nursing homes.

• Mercy Housing would provide the independent living that would include use of the rental unit, property management and resident services/care management.

• A Home Health Agency would provide 12-18 hours per day of home and community-based support on a voluntary basis to individuals that qualify for In-Home Support Services.