“I think NJACP has proven to be an excellent reliable resource in a changing climate.”
Who We Are

The New Jersey Association of Community Providers (NJACP) is a nonprofit organization that represents a dynamic community of diverse providers dedicated to advancing sustainable community-based services and supports that enrich lives and build futures for people with intellectual, developmental and other disabilities across the state. NJACP provides support and services to its member agencies that serve our neighbors, family and friends living with intellectual and developmental disabilities. The services our members provide range from residential homes and apartments to employment and vocational programs all with the objective of helping people live healthy, happy and active lives in the community.

NJACP Governance

NJACP is managed by a Board of Directors that are elected from its membership. The Board of Directors and CEO seek input from the NJACP membership to develop a strategic plan and budget which guides our work each year. NJACP manages an effective and efficient operation whose income is largely comprised of membership dues. Currently our resources support three (3) full-time staff, including the CEO.
Meet the Staff

**NJACP’s Chief Executive Officer, Valerie Sellers** joined the Association in March 2013. She came with seventeen years of experience as a senior executive with the New Jersey Hospital Association where she had multiple departments and areas of oversight including regulatory, managed care, HIPAA, community health, and research conducted by NJHA’s Health Research and Education Trust. Ms. Sellers created the departments of Continuing Care and Emergency Preparedness and established the Institute for Quality and Patient Safety. Following her tenure with NJHA, Ms. Sellers worked with a variety of clients, including hospitals, in assessing community health status and assisting with mergers and acquisitions of community organizations. Her experience with the healthcare community has been extremely valuable in preparing NJACP members with what will be transpiring under Fee-for-Service, as well as future changes. Ms. Sellers serves as a Board trustee of Robert Wood Johnson University Hospital in Hamilton, NJ.

**Maureen Shea** serves as **Director of Government Affairs** for NJACP and brings more than 20 years of experience in federal and state government affairs for several large associations in the State. Her experience includes advocacy and policy development, legislative analysis, development of successful grassroots campaigns, management of three political action committees, two of which met $1 million fundraising goals, extensive experience working with members of the NJ Legislature and Members of Congress, and brings a wealth of non-profit experience to the association.

**Colleen Klepser** is NJACP’s **Director of Education, Events and Member Services**. She has over 20 years of experience in a variety of administrative and operations roles, including tenure at The Electrochemical Society (ECS). Colleen’s responsibilities included serving as the staff liaison to the Board of Directors as well as several high-profile committees. She managed the Society’s elections, awards programs and other VIP events. Colleen also served as the Society’s administrative, human resources, and operations manager. Colleen’s experience also includes work with other non-profits and for-profit organizations in Pennsylvania as well as extensive volunteer service, fundraising for a variety of nonprofit organizations.
Providing Access to Its Members

Forum Participation

Access takes two forms. The first is providing NJACP members an opportunity to participate in the development of policy and the identification of changes that must occur with state operations and regulations. Members have an opportunity to participate in many forums including committees and constituency groups; they include:

- CFO Constituency Group;
- Day Services Constituency Group;
- Support Coordination Constituency Group;
- Corporate Compliance and Quality Constituency Group;
- Human Resources Constituency Group;
- Legislative & Policy Committee;
- Member Resources Committee; and
- Finance Committee.
Engaging with Policymakers

The other form of access is to our legislative and regulatory communities. NJACP has focused, and will continue to focus, on educating others as to the mission and values of the IDD community. NJACP’s efforts have raised the visibility of the I/DD community in Trenton and with members. Over the last five years, NJACP has focused on educating legislators, meeting with members of New Jersey’s delegation, leaders of non-profit organizations, other associations and the public. This has been accomplished in part by bringing legislators to NJACP to meet with its membership, in addition to ensuring a presence in Trenton. The following legislators, and candidates have met with NJACP members at NJACP headquarters:

- Governor Phil Murphy;
- Assemblywoman Valerie Vanieri-Huttle, (former) Chair, Assembly Human Services Committee;
- Assemblywoman Shavonda Sumter;
- Assemblywoman Donna Simon;
- Assemblyman Gordon Johnson;
- Assemblyman Dan Benson;
- Assemblyman Jack Ciattarelli;
- Assemblyman Wayne DeAngelo;
- Gubernatorial candidate Kim Guadagno; and
- Senator Ray Lesniak.
In addition to educating legislators, NJACP brought state representatives to NJACP Membership Meetings to respond to issues and/or share information, for example:

- Kathy Patrick, DHS Director of Licensing;
- Liz Shea, Assistant Commissioner, state Department of Human Services’ Division of Developmental Disabilities (former);
- Jonathan Seifried, Acting Commissioner, Division of Developmental Disabilities;
- Dawn Apgar, Deputy Commissioner of the New Jersey Department of Human Services (former);
- Joe Young, Executive Director, Disability Rights New Jersey;
- Laurie Woodard, DHS Director of OPIA (Office of Program Integrity & Accountability);
- Chris Bailey, DHS CFO;
- Meghan Davey, DHS Director of DMAHS;
- Janel Winter, Director of Housing and Community Resources for the New Jersey Department of Community Affairs;
- Jonathan Sabin, Director, Office of Prevention and Office of Autism;
- Chris James, (former) Assistant Division Director, NJ Division of Developmental Disabilities;
- Valerie J. Harr, Director, (former) NJ Division of Medical Assistance and Health Services;
- Marybeth Schaedel, Assistant Director, NJSNAP/EBT/Compliance Teams, Department of Human Services;
- Wendy Yosco, Director of PPMV;
- Carole Johnson, Commissioner, NJ Department of Human Services;
- Paul Aronsohn, NJ Ombudsman for People with Intellectual & Developmental Disabilities and their families;
- Maria McGown, Director, Office of Investigations; and
- Deborah Robinson, Administrator, Office of Performance Management

“I appreciate being a part of the NJACP. Not only do they provide up-to-date state and federal issues taking place within the DDD community, they also give the provider a voice.”
And finally, other speakers have attended NJACP membership meetings in an effort to exchange information and develop collaborations, including:

- Bob Wise, President & CEO, Hunterdon Healthcare System;
- Gail Levinson, Executive Director (former), Supportive Housing Association (SHA);
- George LeBlanc, Deputy Executive Director/Director Budget & Fiscal Analyst; Democratic Majority Office (former);
- Katherine Berland, (former) ANCOR Director of Policy;
- Simone Herndon, Social Security Administration Public Affairs Specialist;
- David Vinokurov, (former) District Manager, Social Security Administration;
- Mark Davis, President, Ohio Provider Resource Association;
- Bethany Toledo, Executive Director of DSP Ohio; and
- Jillian Hudspeth, Executive Director, NJ Primary Care Association.

Access

**Federal**

Advocacy is the primary function of any association, and NJACP has aggressively advocated for its membership at the state and federal level. Members of NJACP’s Board of Directors visited its delegation three times in Washington, DC, over the past two years, meeting with:

- Senator Cory Booker,
- Senator Robert Menendez,
- Representative Scott Garrett,
- Representative Rodney Frelinghuysen,
- Representative Bill Pascrell,
- Representative Leonard Lance,
- Representative Frank Pallone,
- Representative Bonnie Watson Coleman,
- Representative Donald Payne Jr., and
- Representative Albio Sires.

Advocacy at the federal level has focused on the Overtime Exemption Rule, the Home and Community-Based Final Rule, reimbursement for provider staff during hospitalization and, more recently, healthcare reform where NJACP has taken the position the IDD community must be carved out of any healthcare reform that occurs.
State

- Advocated for funding to assist providers in offsetting costs associated with the transition to Fee for Service (FFS), resulting in a one percent increase for providers.

- Held over 40 meetings with legislators to educate the governor’s office staff on the needs of the IDD community.

- Successful Call for Action advocacy —
  - DOL Overtime Exemption Rule;
  - HCBS Statewide Transition Plan;
  - American Healthcare Act;
  - Community Care Waiver (Advocated directly with CMS to secure approval and called upon members of NJ Delegation to call CMS to press for CCW approval);
  - Stephen Komninos bill; and
  - DSP Wage Campaign (Administering grant to continue DSP campaign).

- Created a Political Action Committee (NJ Community Supports & Services PAC) which exceeded $5,000 in contributions.

- Testified at annual budget hearings, followed by individual meetings with every representative serving on Assembly and Senate Budget Committees.

- Testified and advocated on more than twenty pieces of legislation, including extensive advocacy regarding the Stephen Kominos and background check legislation, and most recently, minimum wage reimbursement for providers.
NJACP is committed to offering varied and dynamic intensive training and educational programs to serve its members. The objective is to help members better understand what is happening with federal directives such as HCBS or healthcare reform, in addition to preparing individuals to better perform their job functions, more specifically:

- Medicaid Boot Camp (training more than 500 individuals in over 4 Phases of workshops between 2015-2018);
- Ensuring an Effective Investigation of Serious Incidents, Level 1 & 2;
- HIPAA and Corporate Compliance;
- Excellence in Leadership and Supervision;
- Support Coordination Information Sessions;
- Lunch & Learns.

“I appreciate the information and platform for collaboration that NJACP provides.”
In addition to advocacy, the dissemination of timely information is central to an association’s responsibility to its membership. NJACP provides a wealth of information to its membership including:

- The distribution of approximately 100 electronic newsletters per year starting in 2013.
- An expansion of information distributed to membership to include federal updates and articles of interest.
- Making extensive materials available to members for a number of advocacy issues, preparing members to make phone calls/send emails and/or letters regarding:
  - Overtime Exemption Rule;
  - Healthcare/Medicaid Reform;
  - Stephen Komninos legislation;
  - Electronic Visit Verification (EVV)
  - DSP Wage campaign; and,
  - Increased COLA budget campaign.
- NJACP also published Provider “Salary Assessment and Analysis” used in advocacy to compare wages between the community and institutions. It was also used to advocate for DSP wage increases and funding needed for any minimum wage proposals.
- Redesigned NJACP’s website, adding a directory to lead the public to NJACP member agencies. The directory includes agency information and links to agencies’ websites.
- Developed an NJACP social media presence, including accounts on Twitter and Facebook, to communicate the latest updates and information in a timely manner, and to enhance advocacy efforts.
Continued expansion of the NJACP’s Strategic Partner program that now includes:

- Butler Human Services (furniture)
- Delta-T (staffing)
- Easterseals New Jersey Solutions (EHR Billing Systems)
- LTC Scripts (pharmacy services)
- Mercadien (audits, business consultation)
- Mobility Works (vehicle programs)
- Prime Point (HR and payroll solution systems)
- Rue Insurance (insurance and risk training)
- Staples Advantage (office, breakroom and janitorial supplies, etc.).

Events

Annual Conference

- Created a more dynamic conference format by adding “tracks” at annual conference to ensure sessions were offered for various positions within an agency, i.e., executives, management, nurses, DSP’s, etc.
- Brought prestigious, national speakers to the annual conference including Rodney Whitlock, Diane McComb, and Jamie Stewart.
- Awarded the Public Leadership Award to Senator Corey Booker in 2017, and Senator Robert Menendez in 2016.
- Welcomed the participation of Senate President Sweeney and Assembly Speaker Prieto at the annual conference.
Like any organization, there is a need to function as an effective business to fulfill a mission. NJACP has developed a new infrastructure that allows for the effective and efficient operation of the Association, including developing and adhering to a lean budget with minimal staff. Despite limited staff, NJACP successfully purchased and renovated its own building to better serve its members and allow for on-site training and education, including larger meeting space available to members and the general community (via rental).

To continue to be relevant and effective, NJACP continues to reevaluate its strategic plan, soliciting and incorporating feedback from its membership in the strategic planning process.

**Events**

**Stars**

Annual awards dinner event recognizing individuals with IDD from member agencies to acknowledge and celebrate their accomplishments.

- Successfully introduced legislators to the event including: Senate President Sweeney, Assemblyman Benson, Assemblyman Ciattarelli, and Senator Vitale.

**Operations**
NJACP CEO Valerie Sellers presented a session on managed care at ANCOR’s 2017 annual conference in San Antonio, Texas.

- Collaborated with federal trade associations, and utilized ANCOR staff to provide updates and comprehensive information, including attending NJACP meetings and hosting webinars regarding specific topics, i.e., Healthcare Reform, Overtime Exemption Rule, and HCBS rule.

- Participated on ANCOR’s Government Affairs Committee and Communications Committee to advise on the association’s activities in both areas.

- Participated in monthly state executives’ conference calls facilitating the exchange of information.

- Served on ANCOR’s Executive Planning Committee for state executives’ retreats.
Collaborations

Collaboration is critical to any effective strategy. It has been a priority for NJACP to develop and foster such collaborations including working with two provider associations (ABCD and The Arc of New Jersey) as well as other associations and organizations that share elements of a common mission. NJACP works closely with the Supportive Housing Association, the Community Living Education Program, Disability Rights of NJ, Autism NJ, the NJ Healthcare Quality Institute, and The NJ Council on DD. NJACP also continues discussions with hospitals to ensure protection for individuals with IDD; with insurance companies to explore better rates for NJACP members; and with law firms to solicit their knowledge regarding issues affecting membership such as cyber security, corporate compliance, mergers and acquisitions, among other issues.

Quality

Quality will be one of the most critical issues facing providers as the IDD community moves fully into Fee-for-Service or any other system of reimbursement. This focus is driven by what is occurring at the federal level in CMS and ultimately all states must comply with CMS mandates.

The development of quality measures can be subjective in the IDD community. It is, therefore, critical that the appropriate measures are developed and that such measures truly are indicative of quality care being provided to consumers. NJACP has joined the NJ Healthcare Quality Institute to bring visibility to the needs of the IDD community and to work with entities that have long reported quality outcomes.
NJACP Members’ affiliates meeting with NJ Legislators at the Statehouse in Trenton about DSP wages.

Attendees learning about the status of IDD across the country and within New Jersey

Stars honorees
The New Jersey Association of Community Providers (NJACP) represents a dynamic community of diverse providers dedicated to advancing sustainable community-based services and supports that enrich lives and build futures for people with intellectual, developmental and other disabilities across the state.

Our Mission

“...the advocacy work done by NJACP on behalf of its members is invaluable. Together we have made substantial impact to the DD/ID service system...”