

Purpose of Request:

The Utah Legislature approved two Executive Appropriations:

1. \$975,000 in one-time funding which will be immediately paid to Rocky Mountain CRC to lower the principle, currently \$1,317,839, on the primary loan for The INN Between's new building located at 1216 E. 1300 S., Salt Lake City, UT 84105. The lender will re-amortize the loan, substantially reducing the monthly payment.
2. \$100,000 in ongoing funding to support our program operating costs in the new building at a 25-bed capacity. Our annual operating budget at this capacity is \$1,071,620. The beds are divided into two programs: 8 Assisted Living/Hospice beds and 17 Eleemosynary beds (also referred to as Independent Living beds). Specifically, the ongoing funding will go toward the cost of medical staffing which may include the Nurse Supervisor and 24/7 Certified Nurse Assistants (CNAs), which are required by Utah Department of Health rules and regulations.

Clients Served

100% of clients served are homeless or at risk of homelessness, are low-income, and are medically compromised with a medical referral verifying the diagnosis. All clients are entered in HMIS.

All clients must have a serious or terminal medical condition, be homeless or at risk of homelessness, and be low income. Medical diagnosis must be verified from a licensed medical professional.

Clients who require medication management or assistance with activities of daily living (ADLs) are admitted to an Assisted Living bed. Clients who can manage themselves and their medications are admitted to an Eleemosynary bed.

Most clients are considered short-term stay; however, some clients who are approved for the Medicaid New Choices Waiver are eligible for long-term Assisted Living Facility placement. This is a new program, filling an unmet community need, and we expect placements to grow over the next 5 years.

Prioritization and Coordinated Entry:

The INN Between serves on the Coordinated Entry System planning committee tasked with strategizing an effective and efficient system-wide solution to coordinated entry. The INN Between prioritizes new clients in collaboration with other homeless service providers including Volunteers of America, Community Connections Center, Fourth Street Clinic, The Road Home, and others. The INN Between also accepts referrals from all hospitals. Rarely, an individual will self-refer, in which case we require medical verification and prioritize their placement with consideration of others who are already in the coordinated queue. We track the referral source and can report that data as requested.

Collective Integration to New Homeless Services Delivery Model:

As the only agency that provides true medical beds to homeless individuals, The INN Between will play a critical role in ensuring that medically frail and terminally ill homeless individuals do not fall through the cracks during the transition from a central shelter model to a scattered site resource center model. The INN Between provides safe and supportive medical housing with appropriate medical oversight, substantially reducing overall costs to the community.

Timeline for Funding Implementation:

The one-time funding will immediately be applied to the principle balance on the RMCRC mortgage. The ongoing funding will be applied to the medical staffing cost and will be fully expended within approx. 6 months.

Funding Gap for Ongoing Funding:

The INN Between's transition to the new facility enabled our program to become licensed as an Assisted Living Facility Type II. Per State Department of Health regulations, requiring the addition of a Nurse Supervisor and 24/7 CNA coverage (new expenses). The new building also has higher operating costs. The FY19 budget of \$1,071,620 (which includes \$150,000 in In-kind donated goods volunteer hours) allows The INN Between to operate 8 Assisted Living beds and 17 Eleemosynary beds.

Each additional bed requires approximately \$125 in funding per day. In addition, the Assisted Living beds require an additional \$68 per day to cover the cost of required medical staffing. With a CNA to patient ratio of 1:8, it costs about \$200,000 to add the 9th through 16th Assisted Living bed. In addition, significant building remodeling must occur to meet code in order to expand the number of total licensed Assisted Living beds from the current 25 to the total available capacity of 30. (Although we are licensed to operate 25 Assisted Living beds, we only have the funding to operate 8). Our goal is to have the funding to support the building's total capacity of 75-beds (30 Assisted Living beds and 45 Eleemosynary beds) within 5 years:

	FY19	FY20	FY21	FY23	FY24
# of Assisted Living beds	8	16	24	30	30
# of Eleemosynary beds	17	25	30	35	44
Total Beds	25	41	54	65	75
Funding Required	\$1,071,620	\$2,001,620	\$2,794,745	3,724,745	4,180,995
Projected Funding	\$650,000	TBD	TBD	TBD	TBD
Funding Gap	\$421,620				

The State's appropriation will help cover the FY19 funding gap. Other new funding sources include Medicaid New Choices Waiver, new hospital partnerships, and increased fee for service under a sliding fee scale.

Impact if Not Funded:

Without the one-time funding, The INN Between will face high costs of debt service over the long term, which reduces funds available for direct client services and would significantly reduce the number of clients we can serve in FY19 and FY20.

Without the ongoing funding, The INN Between would not be able to sustain its Assisted Living Facility requirements and could have to cease operating as Assisted Living Facility, leaving the most medically frail out in the cold, since no other solution exists for housing these individuals.

Measures and Outcomes That Will Be Reported:

- Number of homeless individuals served
- Referral sources
- Number of medical bed housing days provided
- Number of deaths with dignity provided
- Number of occurrences of connecting individuals with mainstream benefits and resources such as housing, health insurance, SSDI, and SNAP

Budget Narrative:

The one-time funding will reduce the principle balance on our primary loan and the lender will re-amortize the mortgage, reducing our monthly payment by approximately \$5,300 and leaving a principle balance of approximately \$425,000. The INN Between will pay this loan off and then begin paying down the OWHLF loan of \$1,000,000.

The ongoing funding will be used to fund medical staff which may include a Nurse Supervisor and CNAs. The Nurse Supervisor is a salary position and CNAs are currently outsourced as a contract labor expense. We may bring CNAs on as salaried positions in the future. The budgeted amount for the Nurse Supervisor is \$47,840 and for CNAs is \$205,000; therefore, the State's funding will support approximately 40% of the FY19 medical staffing costs.

Sustainability:

The INN Between is running a major gift campaign with the goal of paying off the loans on the building within one year. With the State's one-time appropriation and other major funding, we are on track to achieve this goal by early 2019. Having the mortgage paid off ensures that future fundraising efforts can support program operations to maximize the amount of people we can serve annually.

The State's ongoing funding is critical to the sustainability of our program operations. Additionally, The INN Between receives funding from a broad base of foundations, corporations and individuals. As an Assisted Living Facility, the potential exists for The INN Between to receive reimbursements from Medicaid for a select few patients who are covered under the New Choices Waiver, further bolstering our sustainability and offsetting the increased budget of operating as an Assisted Living Facility.

