While the landscape of the healthcare industry, especially in mental healthcare and substance use treatment, continues to change, the New Jersey Association of Mental Health and Addiction Agencies, Inc. (NJAMHAA) remains a steady and powerful force for its members by providing the advocacy, training, information and other support to ensure their future as businesses.

NJAMHAA represents the full continuum of behavioral healthcare service providers, including hospital-based and freestanding agencies that offer all types of services in various settings for children and adults with mental illnesses, substance use disorders, developmental disabilities, co-occurring health conditions and other challenging life situations, such as lack of housing and unemployment.

Our member organizations consist of 98 percent of the behavioral healthcare market. In addition to the quality of life for New Jersey residents, NJAMHAA member organizations and their employees contribute substantially to the state’s economy, both directly and indirectly.

Our members save lives.
We advocate to help ensure they can continue providing their vital services.

“NJAMHAA HAS BEEN THE GO-TO ORGANIZATION FOR ADVOCACY, INFORMATION, STRATEGIC DIRECTION, TRAINING AND IT SUPPORT FOR DECADES.”
- Jim McCreath, PhD, LCSW, NJAMHAA Board Member and Vice President, Behavioral Health/Psychiatry, Trinitas Regional Medical Center

“THROUGH THE RELATIONSHIPS WE’VE ESTABLISHED IN WASHINGTON WITH THE NJ CONGRESSIONAL DELEGATION, AS WELL AS THE GOVERNOR’S OFFICE, STATE TREASURY AND OTHER KEY DEPARTMENTS, WE IMPRESS UPON DECISION MAKERS THE VALUE OUR MEMBERS OFFER FOR INDIVIDUALS’ LIVES AND THE STATE’S AND NATION’S BOTTOM LINES.”
- Debra L. Wentz, PhD President and CEO of NJAMHAA
PROMOTING RECOVERY

Although NJAMHAA directly represents providers, our ultimate mission – like that of our members – is to ensure that every New Jersey child and adult can receive the most appropriate, highest quality services when needed.

NJAMHAA members help people along the entire age spectrum reach their highest potential, whether the individual is:
• An abused child receiving services in the foster care system
• A young adult struggling with chronic anxiety triggered by the stress of new responsibilities
• A veteran facing multiple challenges of substance use, unemployment and homelessness
• A woman dealing with an opioid addiction and a serious mental illness
• An elderly person experiencing depression associated with chronic physical health issues.

NJAMHAA members meet all of the needs for these diverse individuals.

Services include, but are not limited to:
• Clinical treatment for mental health and substance use disorders
• Support services for individuals with developmental disabilities
• Supportive housing
• Supported employment and education
• Job and life skills development support
• Socialization opportunities
• Assistance in meeting other basic life needs (e.g., financial and food)

The provider organizations’ staffs include licensed clinical specialists, as well as peers whose perspectives gained from lived experiences with mental health and substance use disorders give those who receive services an additional, valuable dimension to their treatment and road to wellness and recovery.

These services empower individuals to:
• Manage and recover from mental health and substance use disorders.
• Overcome limitations they may encounter as a result of developmental disabilities.

• Live in their homes.
• Hold jobs.
• Complete primary education and pursue higher education.
• Keep their families together or reunite with their families.
• Avoid emergency room visits and hospitalizations.
• Avoid activities that could lead to incarceration.

Many individuals with mental illnesses and substance use disorders who had been previously hospitalized are now living successfully in the community. In addition, former inmates and previously homeless individuals have rebuilt their lives as a result of the services they received from NJAMHAA providers. Our members also help individuals and families cope with challenges, such as divorce and the immediate and long-term impact of traumatic events. Everyone has mental health needs, whether or not a mental illness is present, and NJAMHAA members are dedicated to meeting all of those needs.

NJAMHAA member providers continually explore and implement evidence-based clinical practices; develop new programs; pursue partnerships within and outside of the industry; and seek other innovative solutions in constant pursuit of their mission to empower children and adults to live the healthiest and most productive lives possible.

“THE FOUR PILLARS OF RECOVERY ARE A JOB, A PLACE TO LIVE, TREATMENT AND A NETWORK OF SOCIAL, SPIRITUAL AND EMOTIONAL SUPPORTS.”

- Robert J. Budsack, MS, LCADC
President and CEO, Integrity House and NJAMHAA Board Member
POWERING PARTNERSHIPS

Over the years, NJAMHAA has established and strengthened a strong rapport with legislators and policymakers in the state and federal governments, and representatives in print, broadcast and social media throughout the state, as well as nationally.

These relationships have resulted in NJAMHAA becoming well known and respected as the “go to” resource for information and insights when mental health, substance use, children’s issues and related topics are being addressed in the media and through legislation and regulations.

The NJAMHAA President and CEO, Board, staff and members are frequently invited to serve on the State’s workgroups and advisory committees to provide input into Departments’ and Divisions’ plans on various initiatives, such as Medicaid Managed Care, developing Behavioral Health Homes for children and adults, and preventing suicide and homelessness.

Viewed as an expert on all mental health and addiction issues, NJAMHAA has been featured thousands of times in local, state and national media, from prime time TV, such as NBC’s The Today Show shortly after 9/11, to national coverage in leading behavioral health trade publications to featured opinion-editorial pieces, letters to the editor and news coverage in state press. NJAMHAA is also highly visible in social media.

Business Partners Are Also Members in NJAMHAA’s Councils

NJAMHAA also partners with other businesses to connect them to mental health, substance use and developmental disability providers. They help strengthen the community-based service system with products, education and services, including technology, pharmaceuticals, insurance, staffing and much more.

- Educational Council: meets on an ad hoc basis; links colleges and universities that offer degrees relevant to the mental healthcare, substance use and developmental disabilities service fields to provide employment and educational linkages and increase the number, diversity and quality of clinical staff.

- Integrated Healthcare Council: connects members to corporate entities that are involved in the mental healthcare, substance use and developmental disabilities treatment fields; consists of diverse companies, including Health Maintenance Organizations (HMOs), other types of insurance providers and companies that offer an array of products and services to the healthcare industry.

- Information Technology Council: offers members one-on-one contact with the nation’s leading behavioral health technology firms, including companies that provide electronic health record software. These companies offer products, services and expertise that help NJAMHAA member providers maximize their efficiency, comply with regulations and ensure the safety of their clients’ data.

- Life Sciences and Innovation Council: Representatives from pharmaceutical and life science companies, the State and NJAMHAA provider agencies share ideas and information, and develop and implement strategies for addressing challenges that affect individuals’ access to treatment. The group holds events to educate government leaders, healthcare professionals and the general public about treatment options and maximizing access to treatment and quality outcomes.
Through its Board of Directors, Board Committees, Practice Groups and Councils, NJAMHAA provides its members with forums for active exchange with peers, as well as state and national leaders. Members provide insight from their experiences that bolster NJAMHAA’s advocacy with compelling illustrations of how budgets, legislation and regulations affect or could potentially impact their ability to deliver services and, therefore, affect the course of the lives of the individuals they serve. They also gain insight into the pressing issues that affect the ability of individuals with substance use, mental health disorders and/or developmental disabilities to achieve true acceptance by society.

To increase members’ access to the entire mental healthcare, substance use and developmental disabilities fields, NJAMHAA also takes a leadership role in numerous local, state and national committees and organizations to keep members informed about all issues and to ensure that the trade association is at the table when decisions affecting its membership, peers and their families are made.

While striving to build awareness of services through the media and improving access to services through advocacy, NJAMHAA also supports members directly by helping to reinforce their viability through training on systemic issues, such as managed care, evidence-based clinical practices, information technology (IT), compliance and business management.

NJAMHAA shares credit for the impact of its advocacy with its members.

“I NOW CAN LOOK IN THE MIRROR AND LOVE THE PERSON I SEE. I HAVE GAINED POSITIVE AND HEALTHY RELATIONSHIPS. I HAVE NOW LEARNED HOW TO ADVOCATE FOR MYSELF.”
Phyllis, Residential Client at SERV

“DURING MY FOUR YEARS IN THE STATE LEGISLATURE, I HAVE PROUDLY WORKED CLOSELY WITH NJAMHAA TO BRING AWARENESS TO THIS GROWING PROBLEM (OF OPIOID ADDICTION) IN OUR STATE. NJAMHAA HAS BEEN A VITAL SOURCE OF INFORMATION ON SOME OF THE COMPLEX ISSUES SURROUNDING MENTAL HEALTH AND ADDICTION.”
- Assemblyman Troy Singleton (D-7th District)
One of the most prominent examples of NJAMHAA’s innovation is its IT Project, an outgrowth of a joint public/private venture between NJAMHAA and the New Jersey Division of Mental Health and Addiction Services.

Since 1984, NJAMHAA has helped participants find effective, reliable, low-cost solutions for their technological needs, including computer hardware and software, networking solutions and electronic health record systems. The project tailors its services to provide customized solutions through a strong team of technical experts.

The mission of the IT Project is to assist agencies in strengthening their information management capacity to improve their managerial performance, financial status, client capacity and quality of care. Effective information management systems directly enhance client health outcomes and provide the information required to help executives make effective business decisions, while maintaining and reinforcing financial viability.

The IT Project is proactive in ensuring that NJAMHAA member providers are educated about the Health Insurance Portability and Accountability Act and 42 CFR Part 2, federal laws that govern the sharing of clients’ personal health information, to ensure their organizations, staff and clients are protected.

**IT Project Services**

- IT Project Annual Conference, which presents the latest information on popular trends and emerging technologies; and provides first-hand information about nonprofit policy and funding issues and regulatory mandates, and opportunities to network with top technology companies
- Group purchasing discounts for hardware and software, industry events, publications, marketing services, and more
- Grant and product donation information
- Partnerships with state and local government entities, e-learning companies and leading technology vendors who provide an array of products and services
- Other training workshops and webinars
- Bits & Bytes newsletter providing technology tips and techniques, federal legislative and regulatory news and much more
- Consultation services for electronic health record implementation
- Expert technical support and network engineering services below industry market rates
- LAN/WAN/VPN, VoIP, Disk to Disk backups, Internet monitoring solutions
- Managed services for circuits, servers and desktops
- Technology plan development
- Assistance in purchasing technology solutions
- Compliance assistance (federal and State laws related to privacy and security)

**“WE HAVE BENEFITED GREATLY FROM THE INFORMATION TECHNOLOGY CONTRACT SERVICES PROVIDED BY NJAMHAA TO OUR ORGANIZATION. THESE SERVICES ARE ACCESSIBLE, RESPONSIVE AND TIMELY. MOST IMPORTANTLY, THEY ARE DONE PROPERLY AND OUR IT OPERATIONS WOULD BE IN CHAOS WITHOUT NJAMHAA’S EXPERTISE AND OUTSTANDING SERVICES.”**

- Rich McDonnell, LCSW, Executive Director, Family Guidance Center of Warren County
Through all its initiatives, NJAMHAA’s goal is to reinforce its members’ ability to serve every New Jersey resident’s needs for healthcare and social services – and ensure the highest quality of these services. To achieve this goal, NJAMHAA has established its reputation as an information and advocacy powerhouse.

NJAMHAA’s initiatives for keeping its members well-informed and continually broadening their knowledge and skills include regular publications, conferences and other training events throughout the year. Members receive updates on budgets, regulations, legislation and other relevant news several times each week, plus quarterly publications that highlight members’ achievements, new members, and NJAMHAA’s and the IT Project’s offerings and activities.

Some of the conferences focus on specific topics, such as suicide prevention, while others cover a broad range of systemic, operational, fiscal, clinical and IT-related subjects. The IT events focus not only on technology itself, but also on legislation about privacy of clients’ records and obtaining consent to share them, and tools and strategies for protecting clients’ data.

NJAMHAA also presents workshops to meet training needs as they arise: for example, Medicaid billing, compliance and audits. In addition, NJAMHAA encourages members to explore formal partnerships with other providers to further strengthen their organizations and facilitates such exploration.

For all of these events, NJAMHAA brings together national experts, State leaders and providers to examine the latest trends, and current and anticipated changes in the industry; discover new promising and evidence based practices; foster dynamic discussions and networking; and inspire and invigorate everyone from frontline providers, to managers and executives, to service recipients and their families.

The ultimate goal is to ensure that providers’ businesses stay strong so they can, in turn, continue to save lives and enhance the quality of life for New Jersey residents.

Meanwhile, NJAMHAA members will also continue to be an economic force for the State. In fact, providers measure their success not only by the impact they have on the lives of individuals and their families, but also in savings of tax dollars and in contributions to the State’s overall economy.

“I FOUND HOPE THROUGH MENTAL HEALTH PROGRAMS. AT COLLABORATIVE SUPPORT PROGRAMS OF NEW JERSEY, I RECEIVED LOW-INCOME HOUSING AND I RUN A COPING-SKILLS GROUP.”
- Henry Herrin

“NJAMHAA IS AN EFFECTIVE ADVOCATE ON BEHALF OF BEHAVIORAL HEALTH PROVIDERS ACROSS THE STATE OF NJ. IN ADDITION, THEY PROVIDE IMPORTANT RESOURCES FOR ENHANCING ORGANIZATIONAL CAPACITY AND DEVELOPMENT OF STAFF THROUGH INFORMATIVE AND PROFESSIONAL TRAINING OPPORTUNITIES. THE DOLLARS SPENT ON MEMBERSHIP OFFER AN EXCELLENT RETURN ON INVESTMENT!”
- Elsa Candelario, MSW, LCSW Executive Director Hispanic Family Center of Southern NJ, Inc.
Impacting the Economy

The most significant impact that the community-based mental health and substance use system has on the economy is the billions of dollars in savings realized by providing timely, cost-effective services that prevent the need for high-cost health care and other consequences of untreated illnesses.

In addition to savings, the State realizes revenues from income taxes paid by both service recipients who are able to work as a result of the support they receive, and from the nearly 61,000 direct and indirect jobs associated with the provision of mental health and substance use services.

**Cost-Effectiveness**

Community-based services pay for themselves. For example, one person’s one-year stay at Ancora State Psychiatric Hospital costs $241,000. By contrast, on average, the cost for one year of community-based mental healthcare services for one person is just $1,140.

Similarly, incarceration costs $49,000 per person, per year, whereas community-based substance use treatment services for an individual require an annual investment of just $12,000 to $25,000.

**Prevention of High-Cost Health Care**

Treatment for mental illnesses is highly effective. Seventy to 90 percent of those who can access care are able to reduce their symptoms and the impact of their illnesses, and improve their quality of life with a combination of treatment and support. As a result, individuals who were previously in State hospitals often do not return there, and those who have never needed inpatient care can avoid hospitalizations altogether.
By preventing the need for high-cost emergency and inpatient care, nonprofit mental health and substance use providers have contributed to the reduction of the census in State and county psychiatric hospitals by 85 percent – from more than 15,000 individuals in 1970 to fewer than 2,400 in 2013 – resulting in savings of more than $1 billion per year.

One example of the contributions made to decreasing the psychiatric hospital census is the collaboration among four NJAMHAA members with a local physical healthcare clinic. This collaboration resulted in the following improvements within just two years:

- Reduced hospitalizations for psychiatric reasons: From 14 patients (5 percent) during the 30 days before program enrollment, to one person (.08 percent) after six months, to zero upon discharge. Statistics are essentially the same for substance use related hospitalizations.
- Reduced emergency room (ER) visits for psychiatric reasons: From 5 percent at baseline to zero after six months.

These agencies also reported that most of the enrolled clients (87 percent) experienced no serious psychological distress during the program; the percentage of participants not using illegal substances increased from 75 to 82 percent; clients demonstrated substantial improvements in

That means for every 1 person helped with State Hospital Mental Health services, 237 people can be helped with Community Based Mental Health Services.

“NJAMHAA has proven to be an invaluable resource during my time in the Legislature. Mental health and addiction issues remain a large problem to tackle locally, and I welcome the support of organizations like NJAMHAA to assist in this effort.”

– Senator Jennifer Beck (R-11th District)
management of diabetes and cholesterol levels, indicating a reduced need for related medical care; and participants with stable housing in the community increased from 44 to 63 percent.

Substantial savings are also achieved in youth programs. For example, one program serving adolescents, in collaboration with the Juvenile Justice Commission and Family Court, provides not only counseling, but also supervision, structure and skill development that enable youth who become involved with drugs to make better choices, complete their high school education and work toward other goals. This program costs New Jersey $2,426 per youth per year, compared to the approximately $124,000 annual cost of keeping a teen in a detention center. Additional savings are realized by greatly reducing the youths' odds of future imprisonment, substance use and other chronic health problems and unemployment.

Substance use treatment is also highly effective for individuals of all ages. Several studies estimate that for every dollar invested in treatment for alcohol and other drug addictions, between $7 and $12 are saved in healthcare and other costs.

Additional Economic and Societal Benefits
The reduction or elimination of symptoms associated with mental illnesses and substance use disorders also contributes to a reduction in criminal behaviors and subsequent incarceration.

The impact of substance use services provided by one NJAMHAA member at a correctional facility is a compelling example. The percentage of individuals committing crimes within three years after being released was reduced from 70 to 23 percent as a result of receiving substance use treatment and other services to support their successful reintegration into the community.

Additional significant savings statewide are realized through the prevention of child welfare involvement for youth and adults; reduction in the need for disability insurance payments; fewer medical complications and associated health care; less absenteeism and lost productivity; and declines in unemployment, homelessness and the need for school intervention strategies for youth.

Adolescent Programs

Juvenile Detention Programs

$2,426 per youth per year vs. $124,000 per youth per year

Youth in adolescent programs complete school and are much more likely to avoid future imprisonment, substance use and other chronic health problems and unemployment.
The return on investment is made even greater by enabling individuals with mental illnesses and/or substance use disorders to enter or re-enter the workforce – and, in many cases, pursue higher education, resulting in higher-paying jobs through which they pay more income taxes.

Return on Investment: The dollars make sense.

For every $1 invested in treatment for alcohol and other drug addictions, between $7 and $12 are saved in healthcare and other costs.

$\text{\$2.7 billion in jobs}$ and $\text{\$105.8 million in state taxes and fees}$ are generated annually by the mental health and substance abuse services industry in New Jersey.

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$\text{\$2.7 billion in jobs}$ and $\text{\$105.8 million in state taxes and fees}$ are generated annually by the mental health and substance abuse services industry in New Jersey.

DID YOU KNOW?

Estimated annual contributions to the State from the mental health and substance use system include income taxes paid through 60,665 direct and indirect jobs and $105.8 million in state tax revenues.

Direct Financial Contributions

In addition to the quality-of-life benefits, financial savings and increased tax revenues, community-based service organizations provide annual expenditures associated with their operations. These agencies generate substantial contributions to the state economy, “both directly through their employment of staff and purchases of materials, equipment and services, and indirectly, through the multiplier or ‘ripple’ effects of these initial expenditures,” as described in The Economic Contribution of the Mental Health and Substance Abuse Services Industry to the New Jersey Economy, a study commissioned by NJAMHAA and completed by Rutgers University’s Edward J. Bloustein School of Planning and Public Policy (January 2016). The researchers estimated that annual contributions to the New Jersey economy resulting from the operational expenditures associated with the provision of mental health and substance use services include 60,665 direct and indirect jobs; $3.2 billion in gross domestic product; and $2.7 billion in compensation.

The report states that “the industry’s annual operating expenditures are estimated to generate approximately $105.8 million in state tax revenues.” These revenues include “income taxes associated with the salaries paid to the workers in the direct and indirect jobs supported by the industry’s operating expenditures, as well as the sales and corporation business taxes associated with the economic output generated by those expenditures,” as defined in the report.

“Local (i.e., county and municipal) annual government revenues are estimated at $136.5 million statewide,” according to the Rutgers study. These revenues consist of direct and indirect property tax revenues that accrue from improvements made to existing property and construction of new property “afforded by the personal and business incomes generated directly and indirectly by the industry’s operating expenditures.”

Estimated annual contributions to the State from the mental health and substance use system include income taxes paid through 60,665 direct and indirect jobs and $105.8 million in state tax revenues.
NJAMHAA thanks the following companies for their generous sponsorship of our identity piece:

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