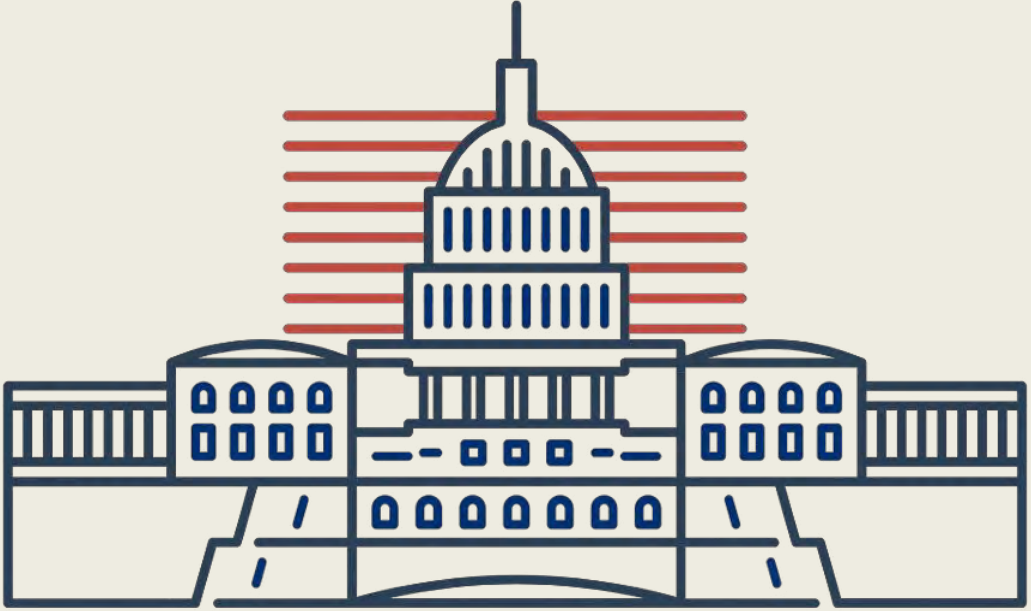
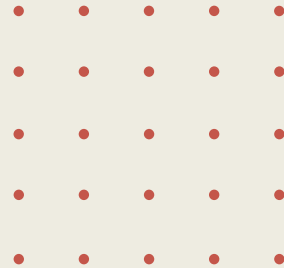
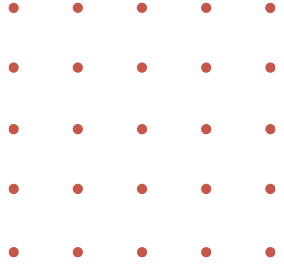


Thank you to our Sponsor

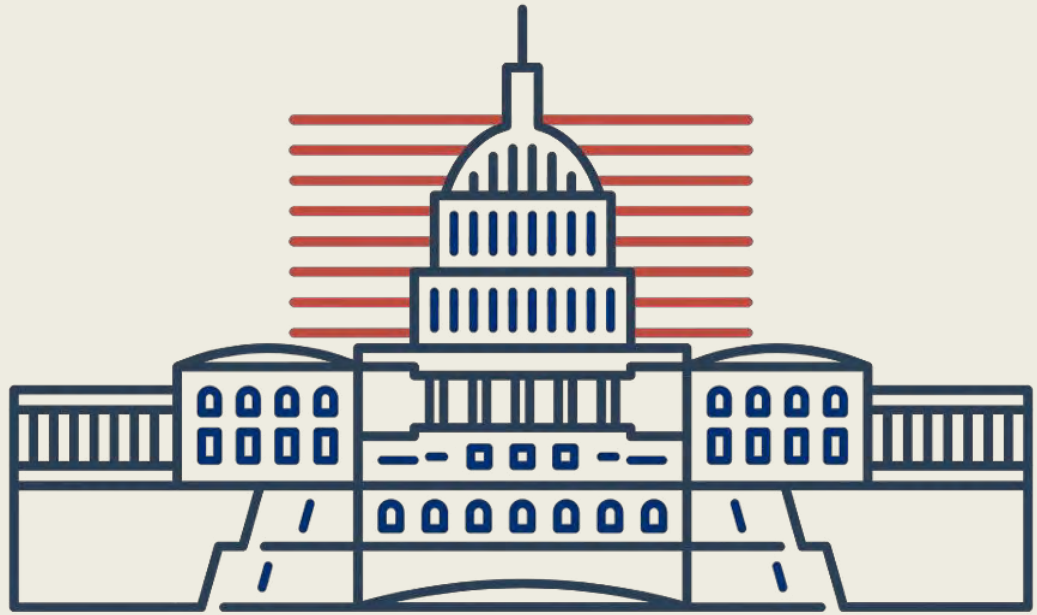


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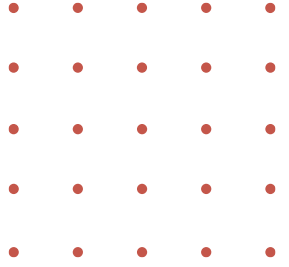


Insurance | Risk Management | Consulting

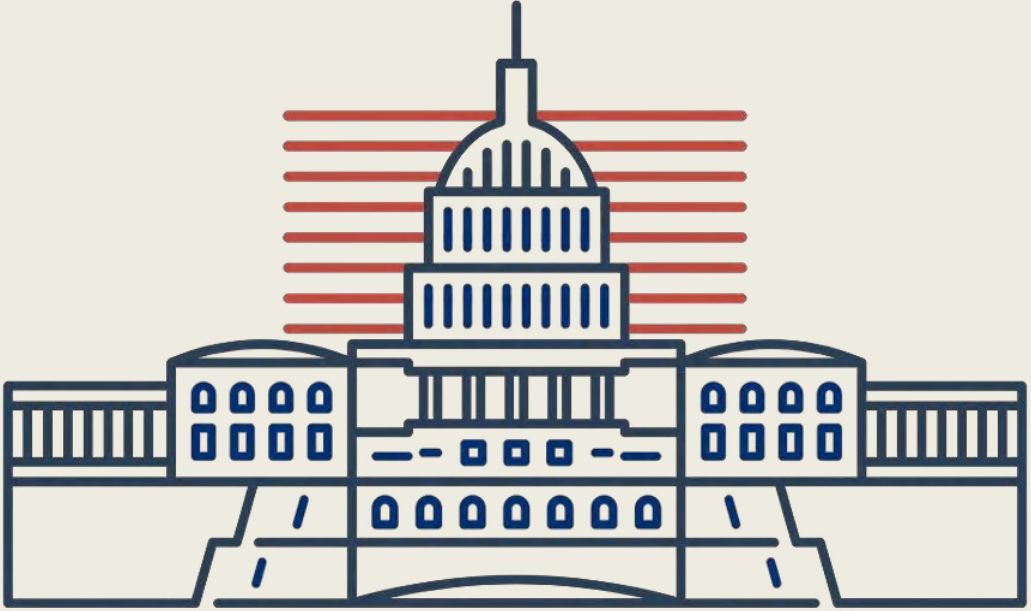
Thank you to our Sponsor



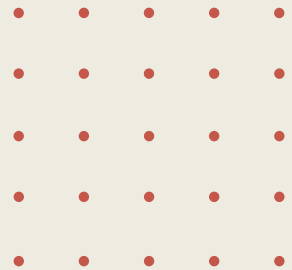
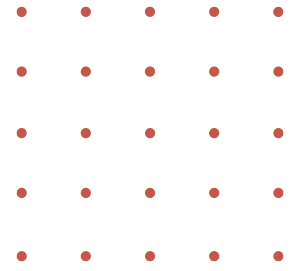
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DC FORUM 2025





August 26 – 28, 2025
Chicago, Illinois

FOR MORE INFORMATION

Contact Lisa Miller at
lmiller@citygatenetwork.org or
719.266.8300 x107





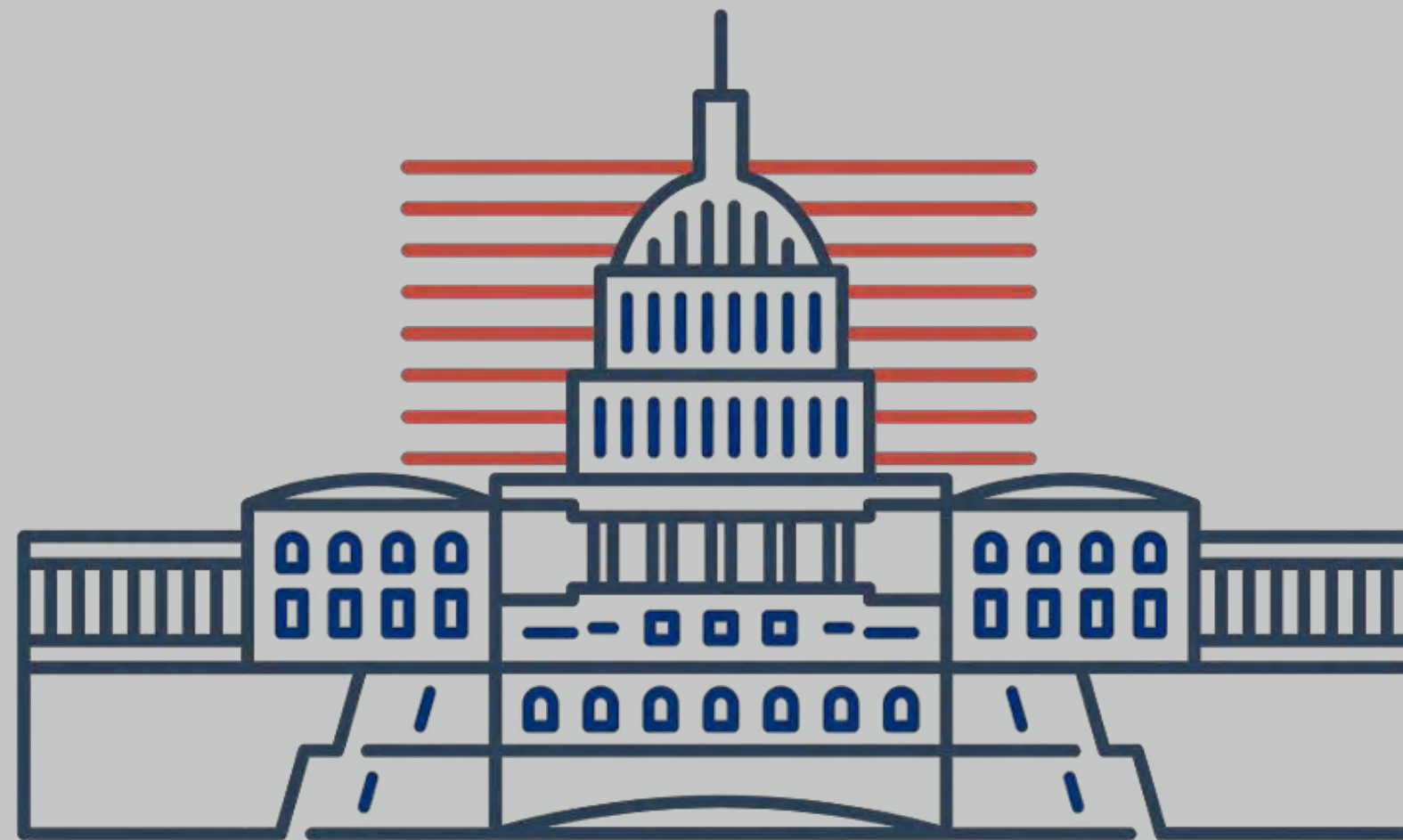
CITYGATE[™]
NETWORK



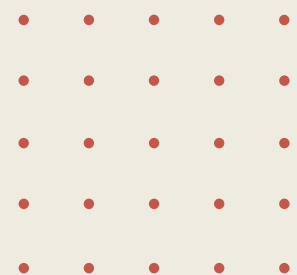
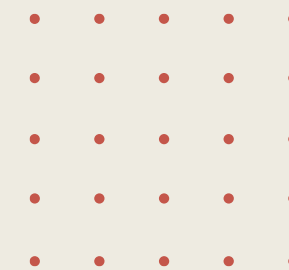
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WELCOME!





The Fentanyl Crisis



Billy Baldwin + Dr. Robert Marbut

The Odd Couple



Innovation & Impact Labs

Inspire Collaboration. Spark Innovation. Drive Lasting Impact.

Join us for a transformative three-day event
April 22 – 25, 2025 at
Seattle's Union Gospel Mission!

FOR MORE INFORMATION

Contact Lisa Miller at
lmiller@citygatenetwork.org or
719.266.8300 x107



Interactive Workshops

Live Shadowing

Customized Action Plan

Ongoing Support



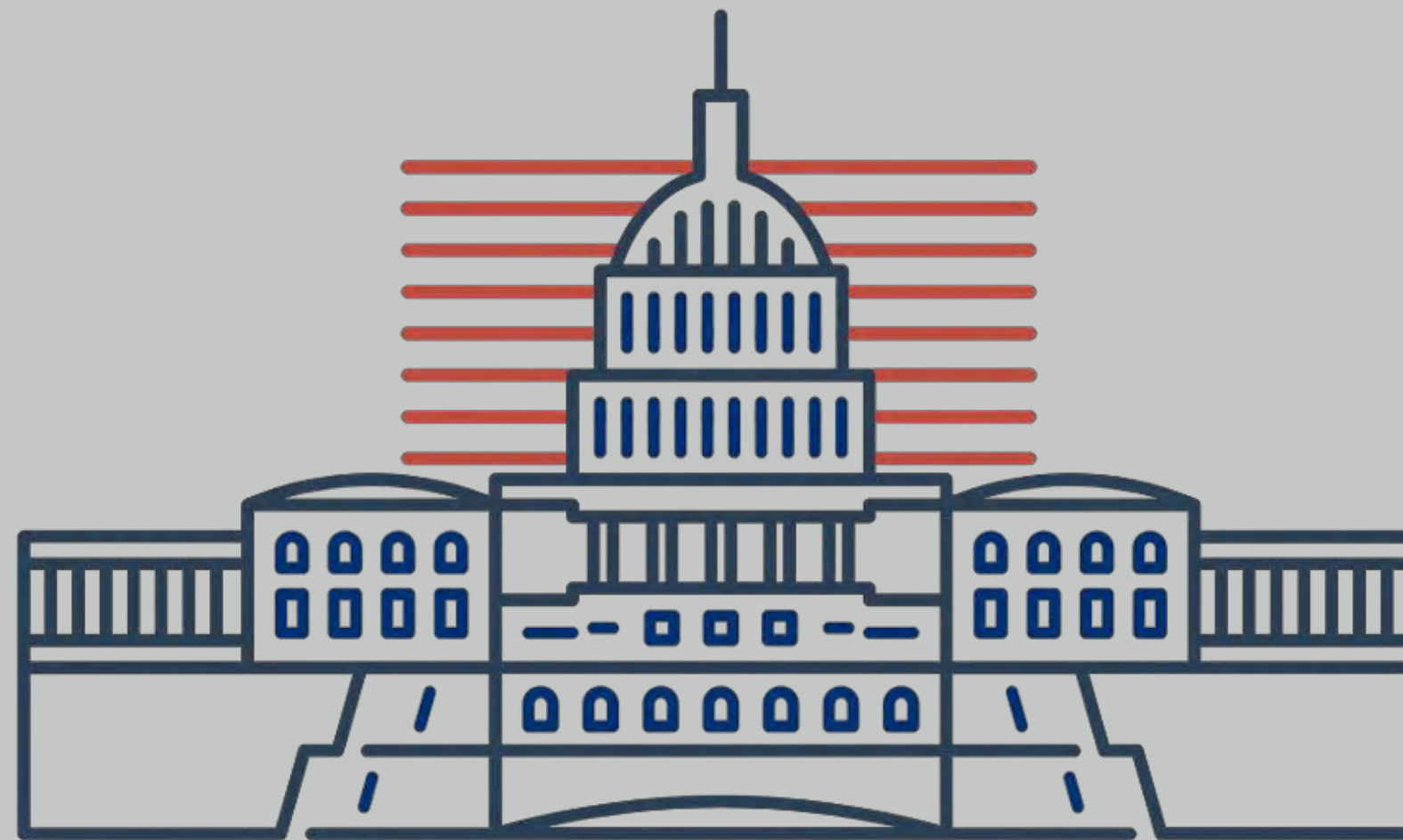
CITYGATE™
NETWORK



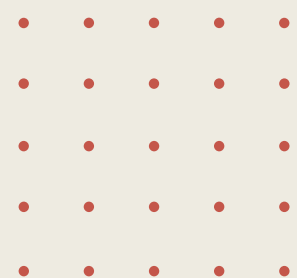
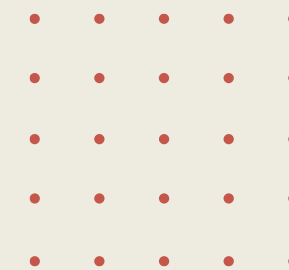
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WELCOME!





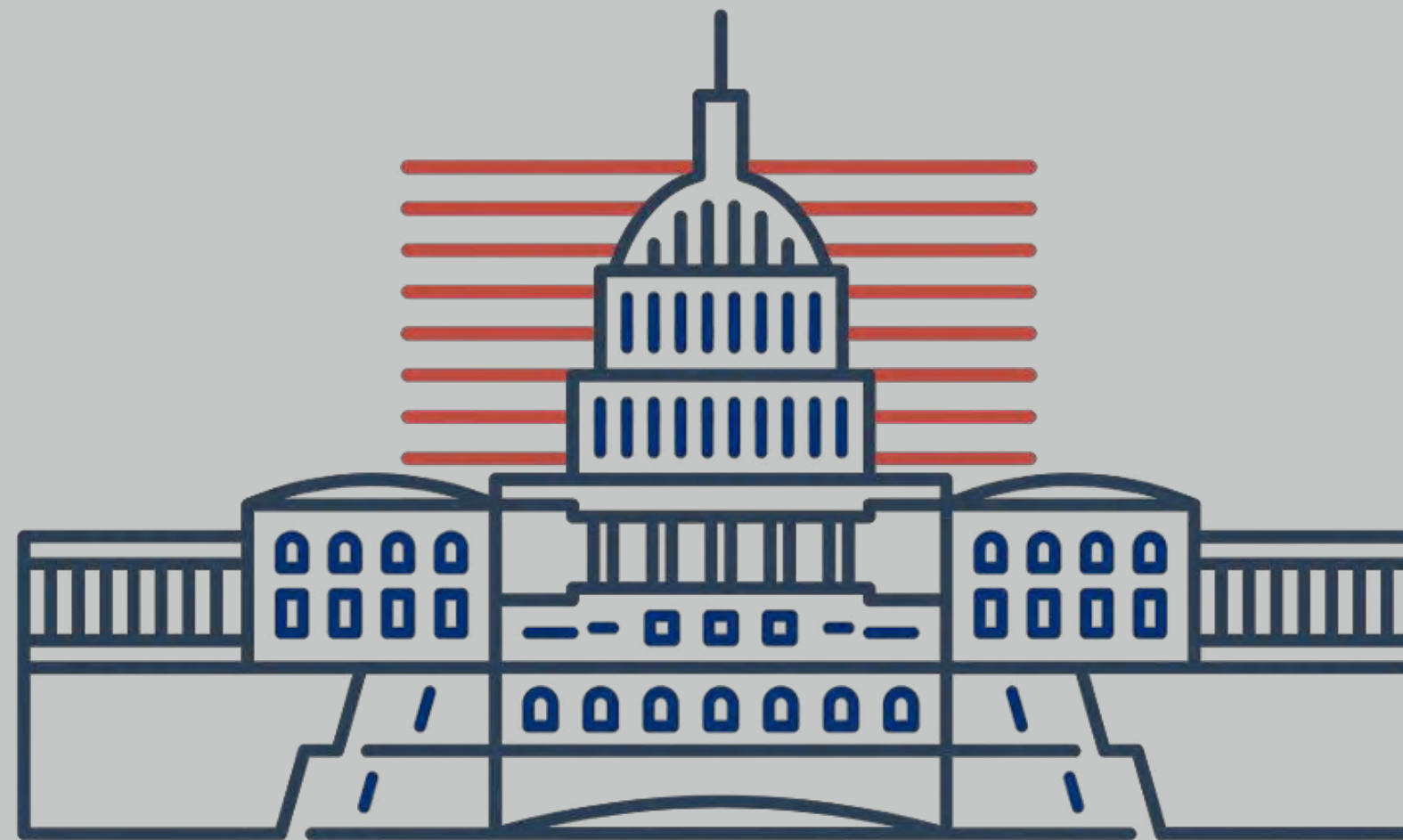
Partnership for Gospel Transformation



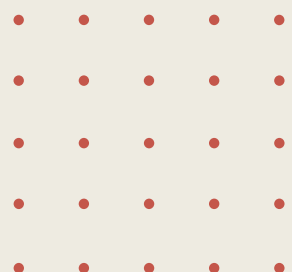
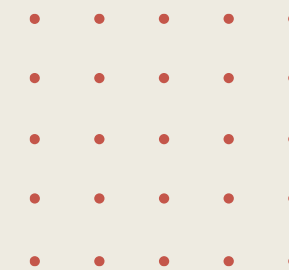
Walter Kim

**President,
National Association of
Evangelicals (NAE)**





An Uncertain Future for USICH



Senator John Barrasso

Wyoming



Congressman David Valadao

California



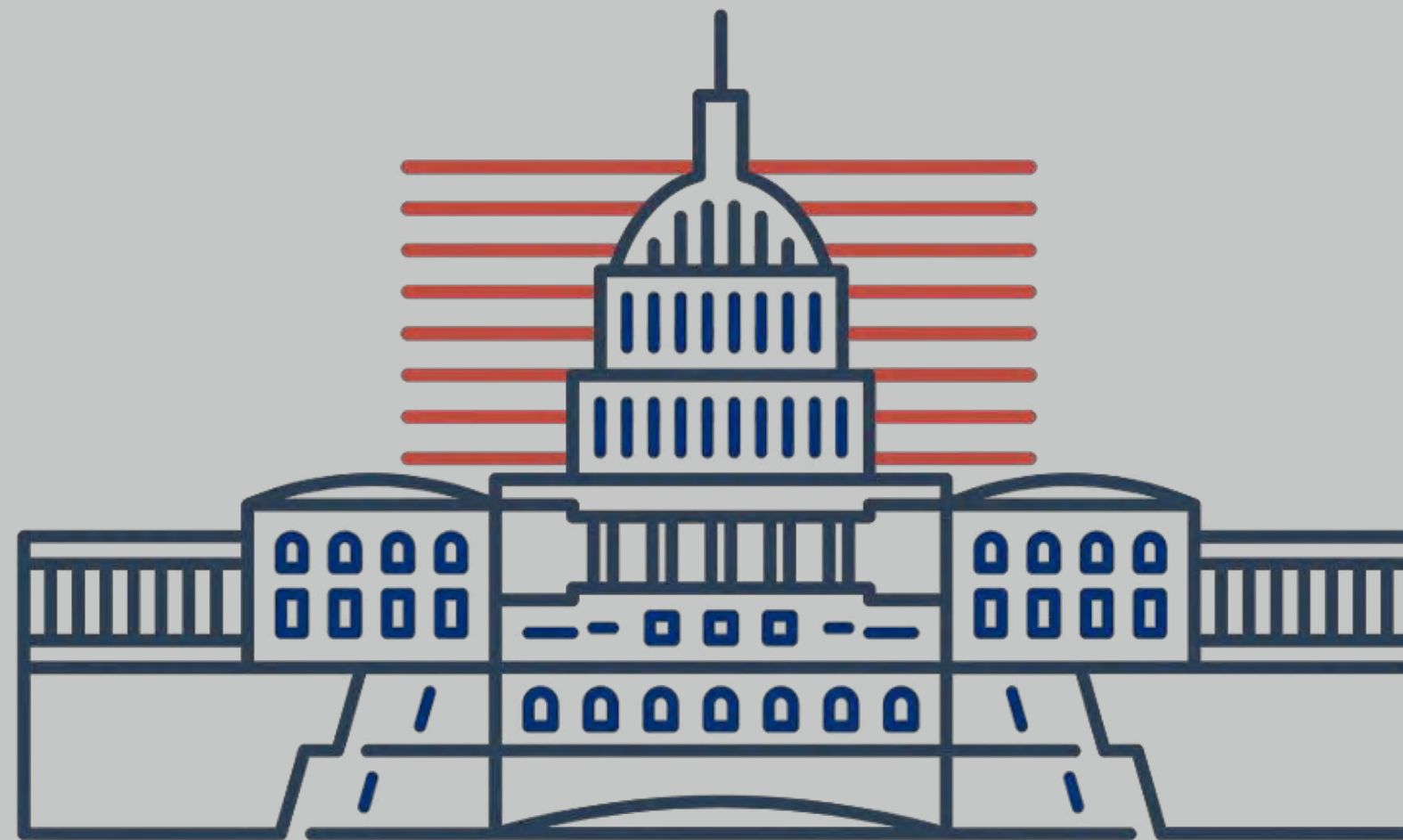
Jeff Olivet

**Former Executive Director,
USICH**

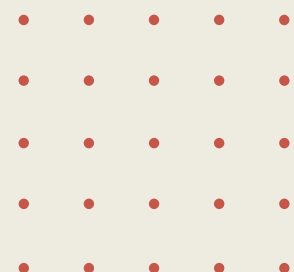
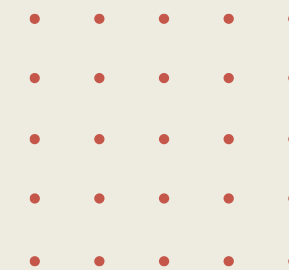


BREAK

NEXT SESSION TO BEGIN IN
15 MINUTES



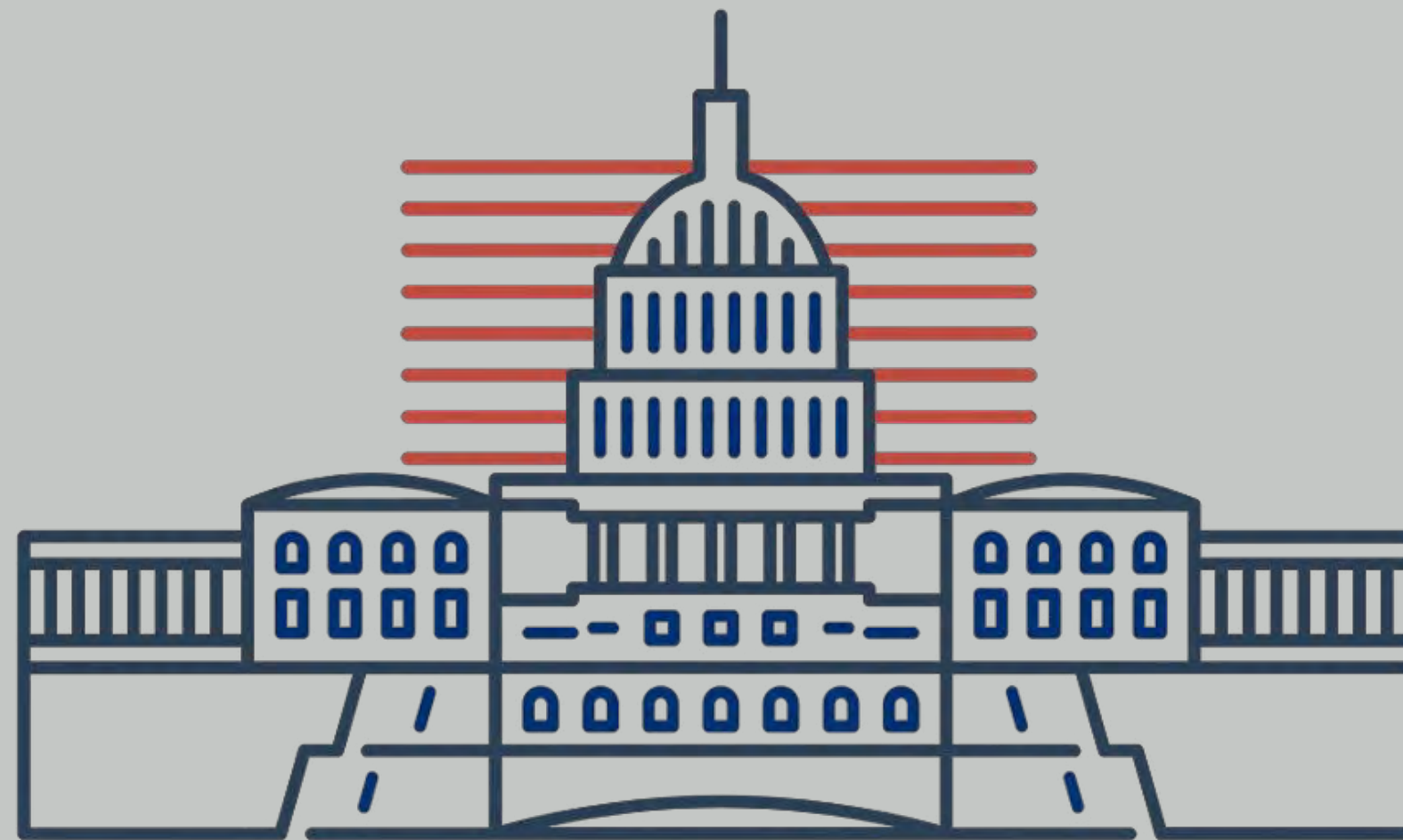
Tax Superbowl



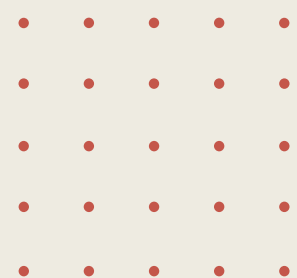
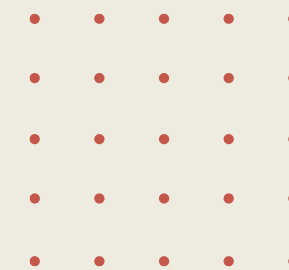
Aaron Mercer

**Senior Strategist,
ECFA**



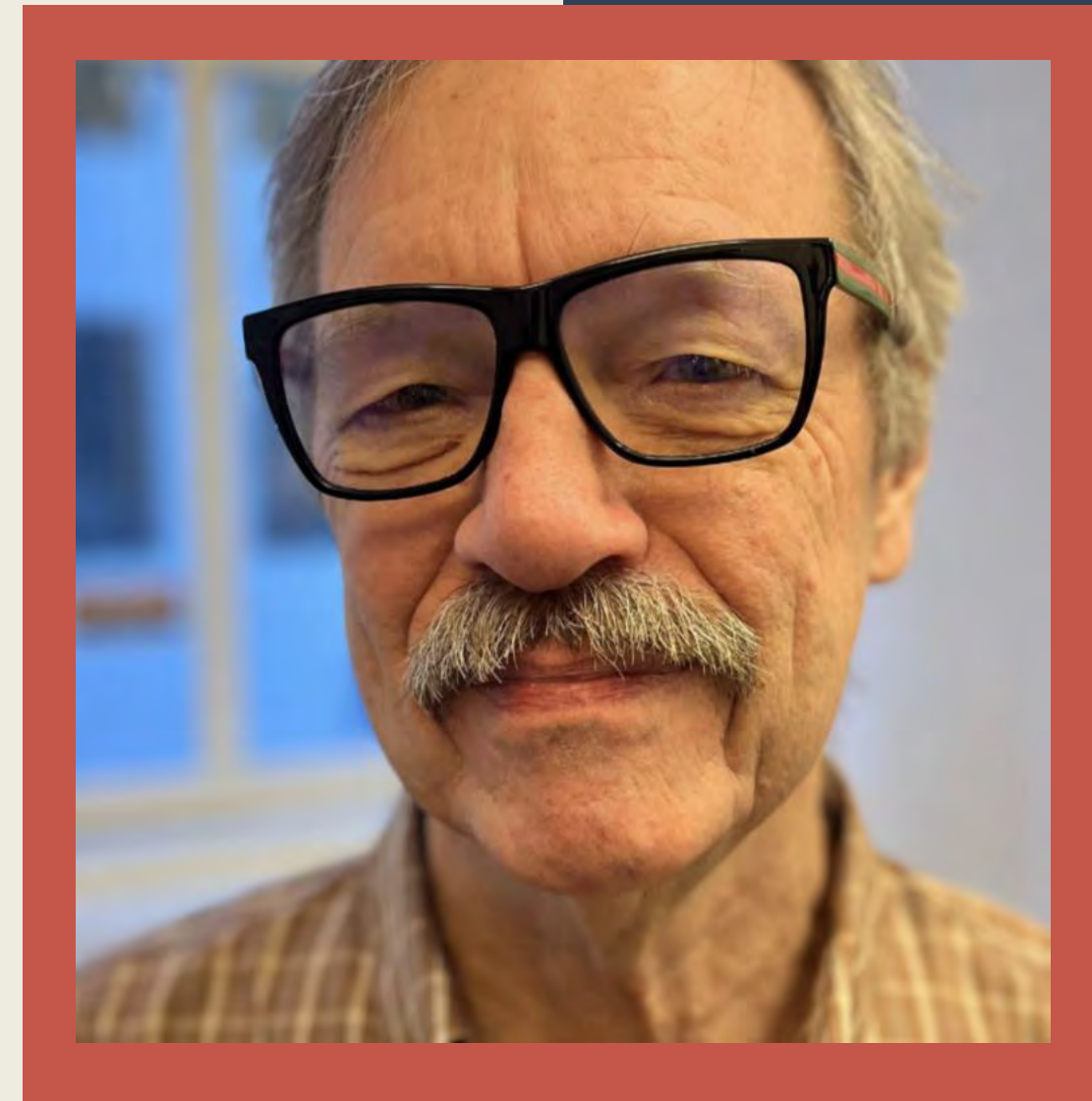


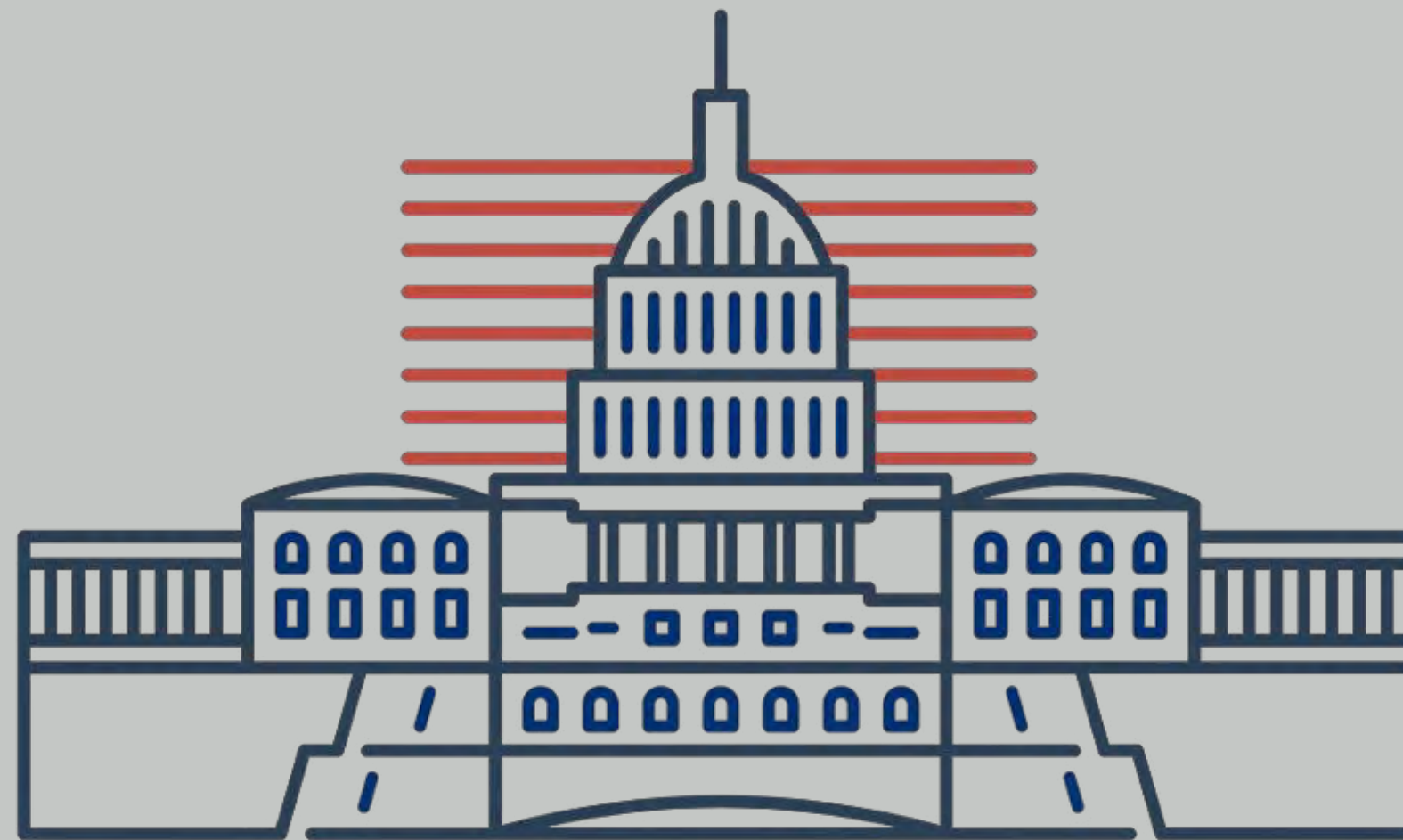
Working with Housing First



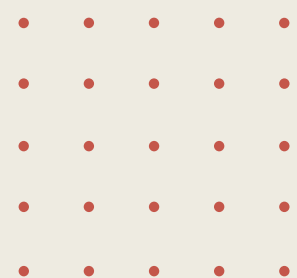
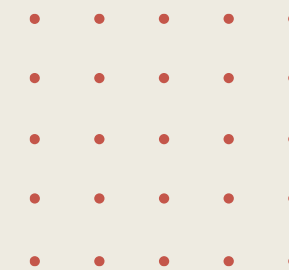
Steve Berg

**Chief Policy Officer,
National Alliance to
End Homelessness (NAEH)**





Current Legal & Legislative Issues



Jon Ruybalid

**Attorney,
Citygate Network**



Congressman Jeff Crank

Colorado



Congressman Andy Barr

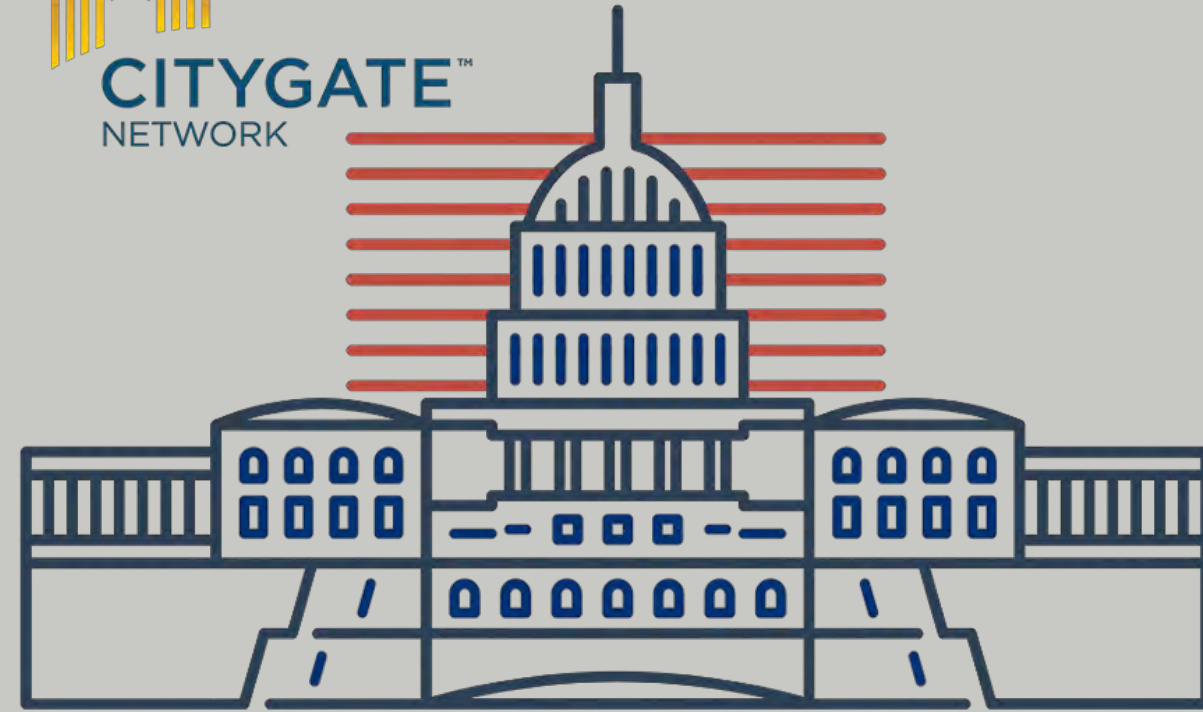
Kentucky



Congressman Juan Ciscomani

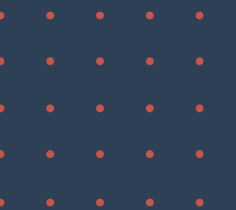
Arizona

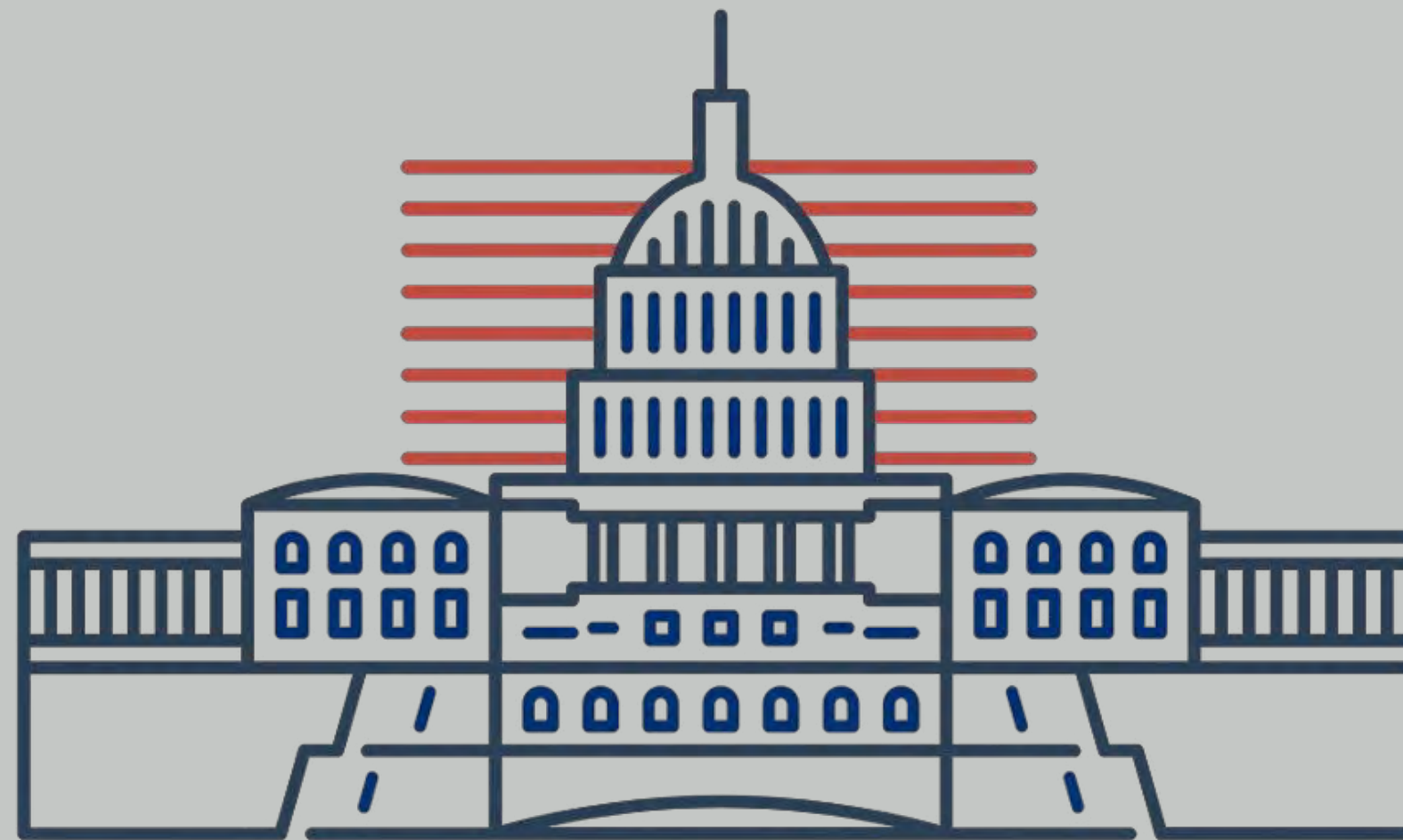




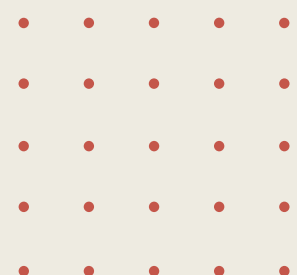
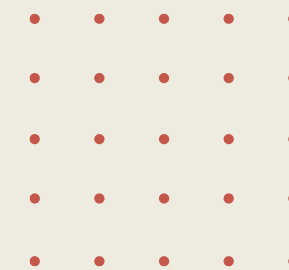
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**Lunch + we'll resume at
Miracle Theater
@ 2:30 p.m.**





The Role Mental Illness Plays in Homelessness



Sabah Muhammad

**Senior Legislative and
Policy Counsel,
Treatment Advocacy Center**



The logo for the Treatment Advocacy Center, featuring a stylized 'T' shape composed of two overlapping curved segments, one purple and one gold.

Treatment Advocacy Center

Citygate Network:
DC Forum, March 4TH, 2025

Unreasonable Advocacy

Sabah Muhammad:
Senior Legislative and Policy Counsel



Treatment Advocacy Center

Unreasonable Advocacy



Treatment
Advocacy
Center

Federal and State Policy Recommendations:

Fund Early Intervention

Support AOT and Dismiss to AOT Awareness and Implementation

Repeal the IMD Exclusion

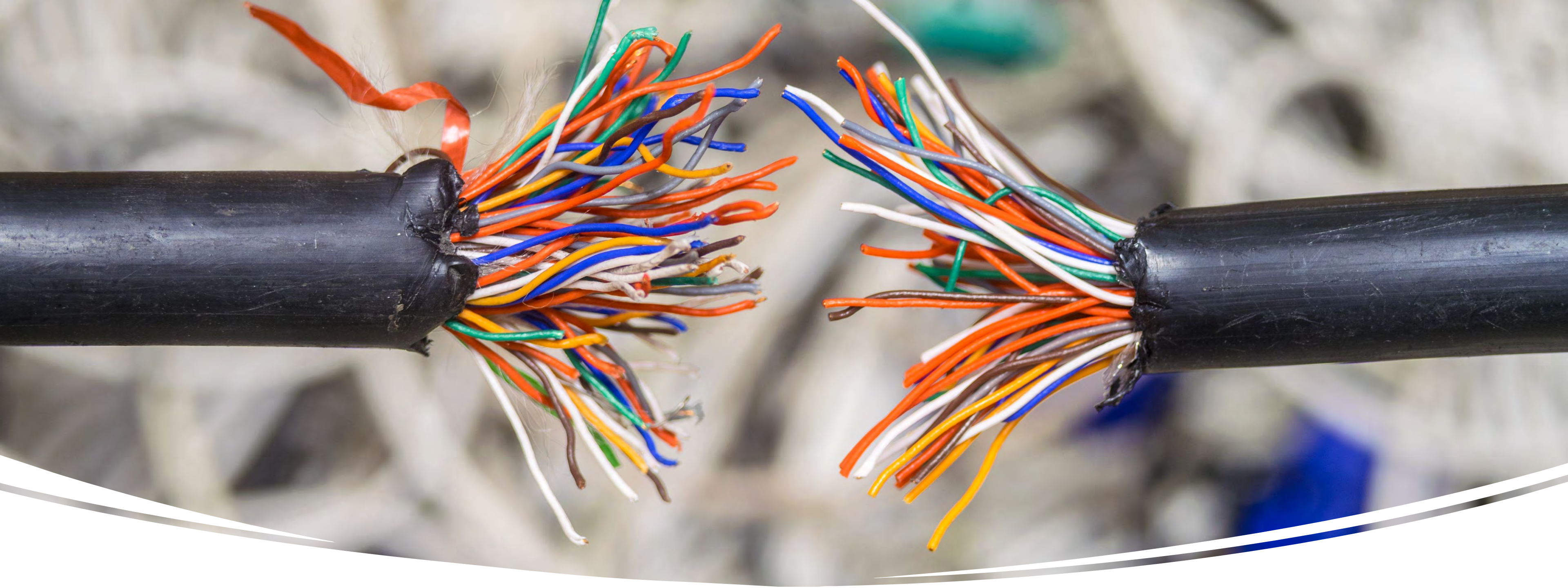


**Treatment
Advocacy
Center**





**Unreasonable
Advocacy**



Unreasonable Advocacy



Treatment
Advocacy
Center



S T O R Y S E L L I N G

HOUSING IS A
HUMAN RIGHT



**Treatment
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Center**



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Center



Federal and State Policy Recommendations:

Fund Early Intervention

Support AOT and Dismiss to
AOT Awareness and
Implementation

Repeal the IMD Exclusion



**Treatment
Advocacy
Center**

First Episode Psychosis Programs

A Guide to State Expansion



cfri Center for Financing
Reform and Innovation



**Coordinated Specialty Care
for First Episode Psychosis:
Costs and Financing Strategies**

SAMHSA
Substance Abuse and Mental Health
Services Administration

Early Intervention

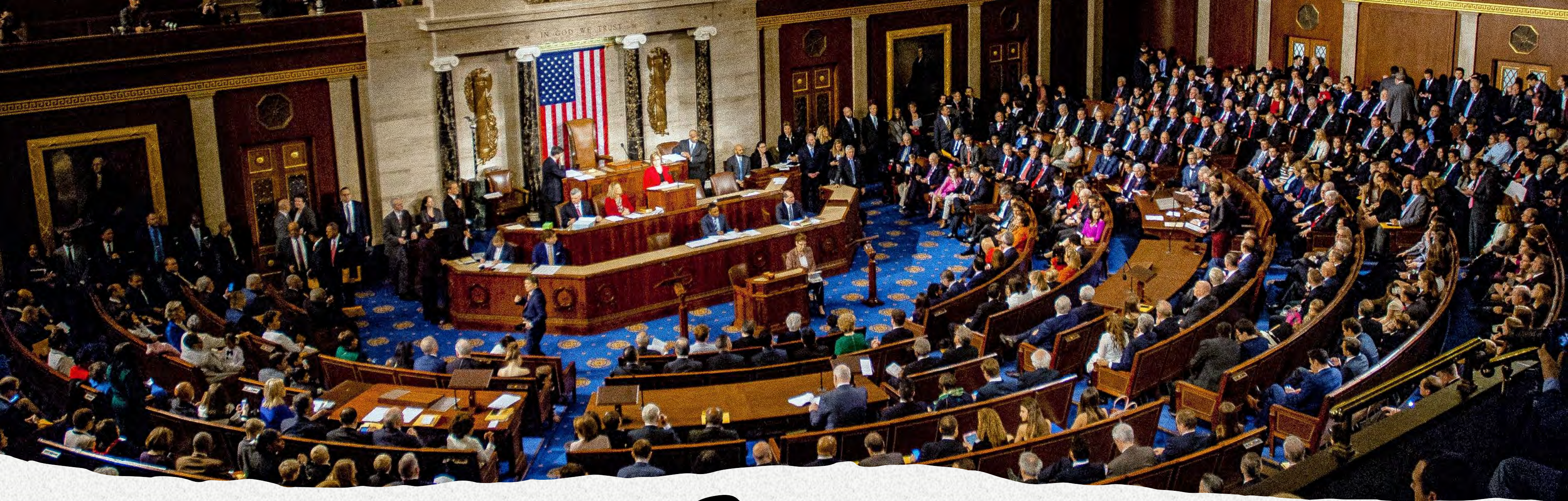


AOT and Dismiss to AOT: Assisted Outpatient Treatment



Treatment Advocacy Center

- AOT program participants who reported spending one or more nights homeless in the past 30 days decreased from 13.6% at intake to 7% at most recent reassessment.
- In New York There was a 74% decline in the incidence of homelessness for current AOT recipients compared to the three-year period prior to joining AOT.
- AOT recipients in NY saw a 77% decrease in the incidence of psychiatric hospitalizations for current AOT recipients compared to the three-year period prior to joining AOT.
- In Washington AOT decreased hospitalizations for recipients by 30% over two years.



Medicaid IMD Exclusion

16



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All beds aren't equal



Asylum Warehousing to Community Reintegration

*Those who tell
the stories
rule society.*

-Plato



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**How much
unreasonable
advocacy is in a
cup of coffee?**



**Treatment
Advocacy
Center**

**How much
unreasonable
advocacy
is in our
infrastructure?**



**Treatment
Advocacy
Center**



How much unreasonable advocacy is in a 5K?



**Treatment
Advocacy
Center**

Unreasonable Advocacy

“More than 75.7 million people – or 28.3 percent of Americans – formally volunteered through an organization in 2023, giving more than 4.99 billion hours of service with \$167.2 billion of economic value”. - AmeriCorps



Treatment
Advocacy
Center



*Those who tell
the stories
rule society.*

-Plato



Treatment
Advocacy
Center

“all men are created equal; that they are endowed by their Creator with certain inalienable rights.”



**Treatment
Advocacy
Center**

I come to place before the Legislature of Massachusetts the condition of the miserable, the desolate, the outcast. I come as the advocate of helpless, forgotten, [] men and women; of beings sunk to a condition from which the most unconcerned would start with real horror; of beings wretched in our prisons, and more wretched in our almshouses. . . . It is the Commonwealth, not its integral parts, that is accountable for most of the abuses which have lately and do still exist.





I come to place before the
Legislature of Massachusetts the
condition of the miserable, the
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advocate of helpless, forgotten, [
]
men and women; of beings sunk to
a condition from which the most
unconcerned would start with real
horror; of beings wretched in our
prisons, and more wretched in our
almshouses. . . . It is the
Commonwealth, not its integral
parts, that is accountable for most
of the abuses which have lately and
do still exist.



**Treatment
Advocacy
Center**



Treatment
Advocacy
Center

This Photo by Unknown Author is licensed under [CC BY](#)

I come to present the strong claims of suffering humanity. I come to place before the Legislature of Massachusetts the condition of the miserable, the desolate, the outcast. I come as the advocate of helpless, forgotten, insane, and idiotic men and women; of beings sunk to a condition from which the most unconcerned would start with real horror; of beings wretched in our prisons, and more wretched in our almshouses. . . .

It is the Commonwealth, not its integral parts, that is accountable for most of the abuses which have lately and do still exist.



Federal and State Policy Recommendations:

Repeal the IMD Exclusion

Support AOT and Dismiss to AOT
Awareness and Implementation

Fund Early Intervention

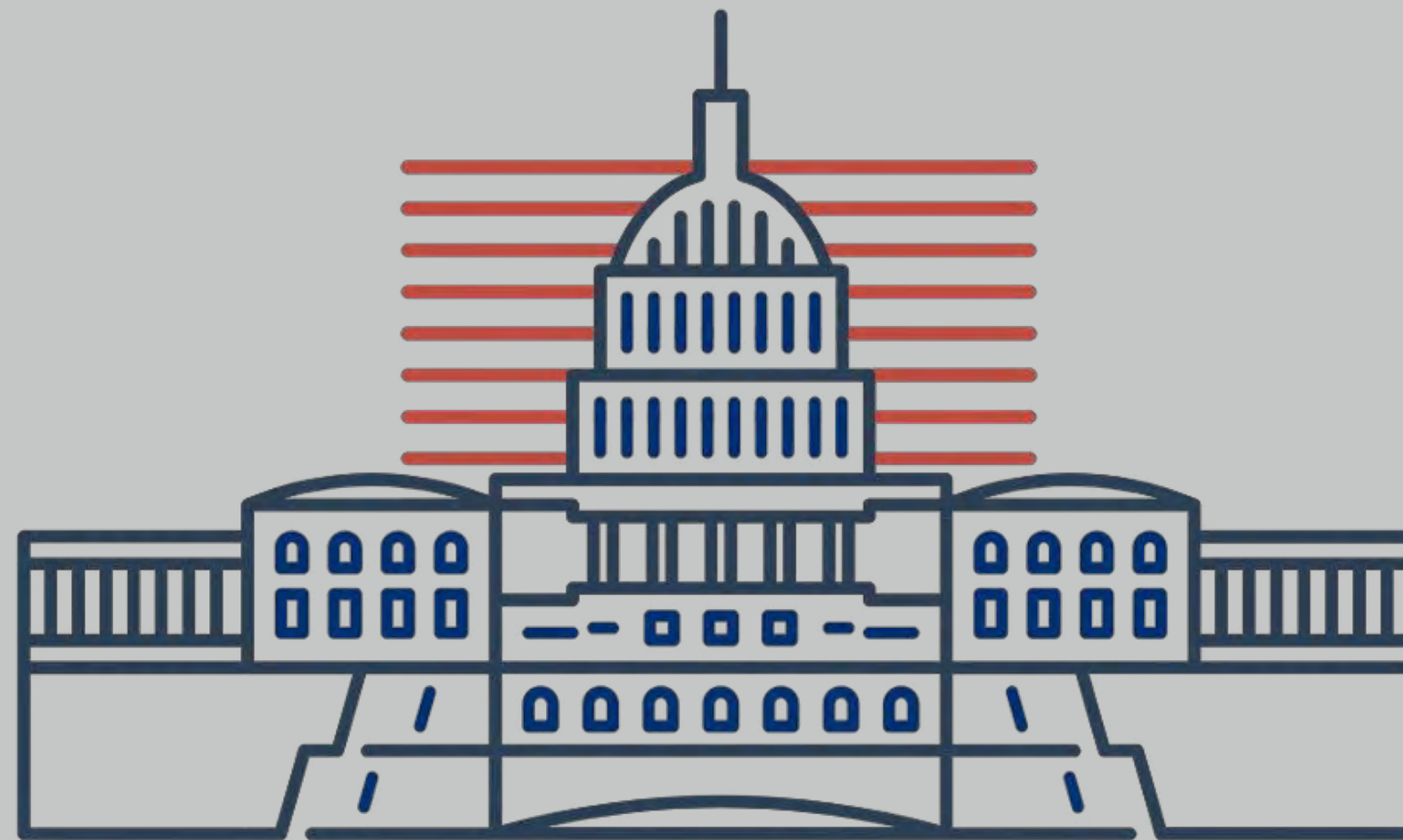


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Center**

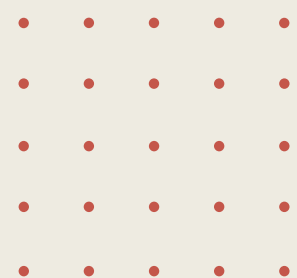
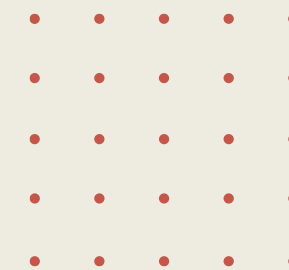
**Questions or
to Connect:**
Sabah Muhammad
muhammads@tac.org



**Treatment
Advocacy
Center**

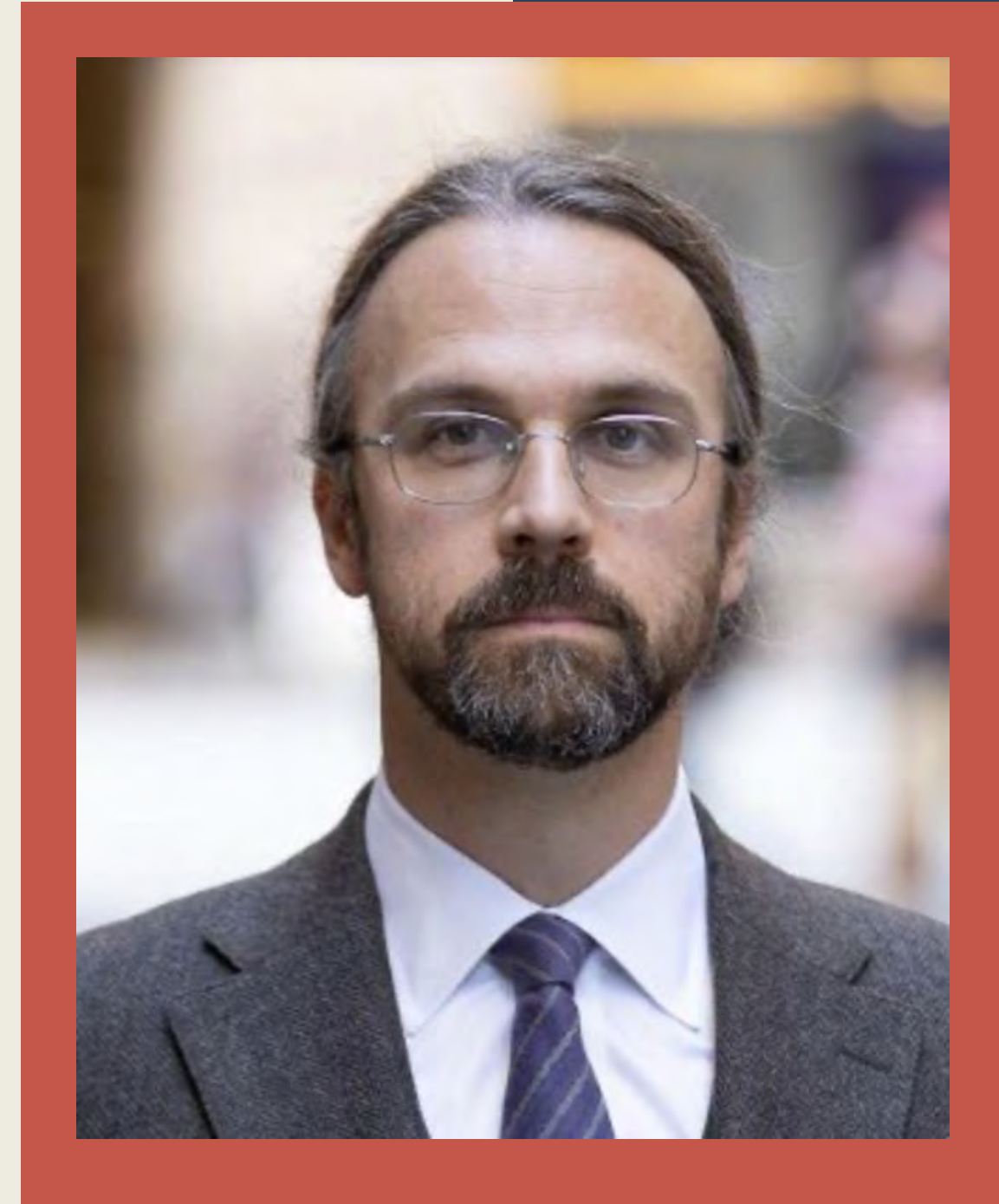


The History of Homelessness



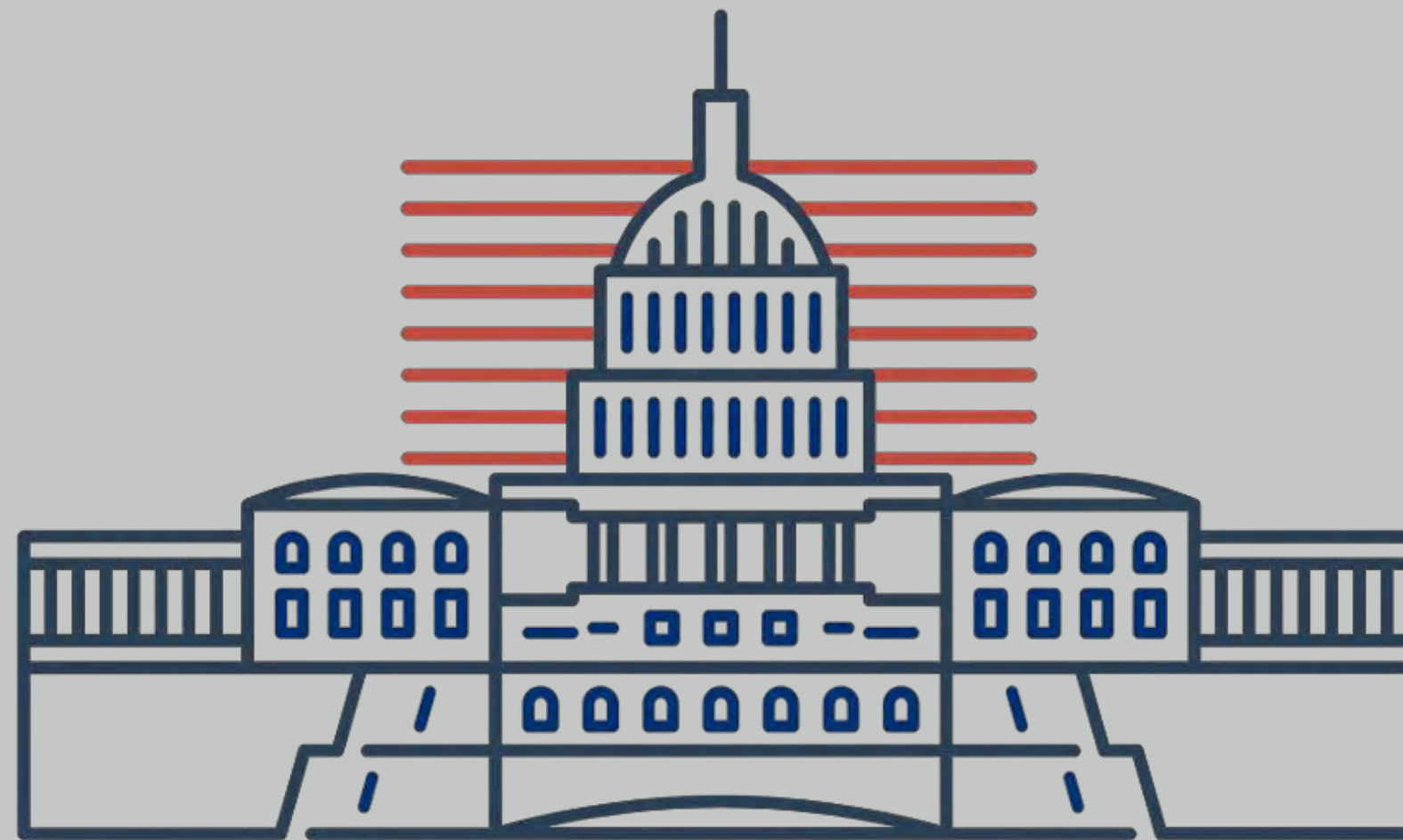
Stephen Eide

**Senior Fellow,
Manhattan Institute**

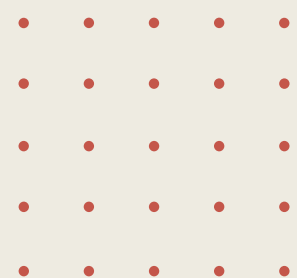
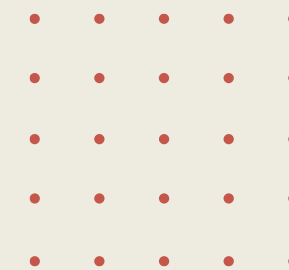


BREAK

NEXT SESSION TO BEGIN IN
15 MINUTES

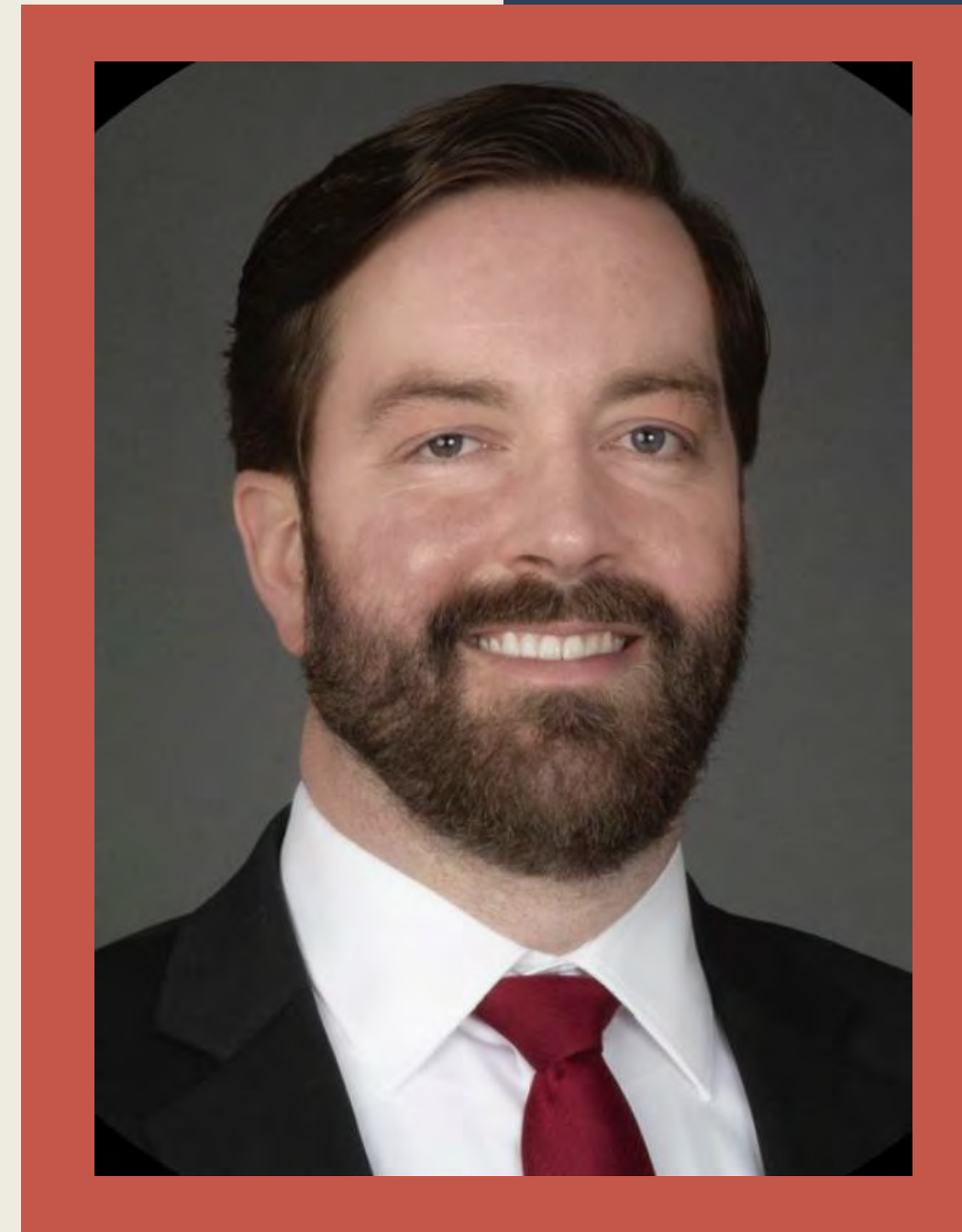


Ending the IMD Exclusion



Michael Gray

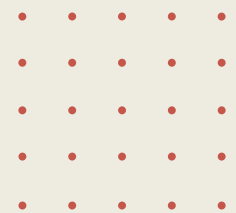
**Deputy Director,
National Alliance on
Mental Illness (NAMI)**



Michael Gray

**Unconscionable Neglect:
The Medicaid IMD Exclusion**

**NAMI Maryland
&
Tulipifera Strategies**



Unconscionable Neglect: The Medicaid IMD Exclusion

- **IMD Exclusion defined**
- **Origins**
- **Current Status**
- **Outcomes**
- **Repeal or Incrementalize?**

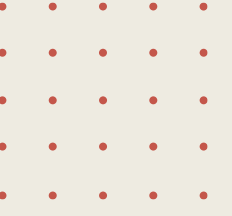


Photo credit: Suzanne Stein

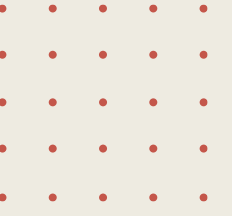


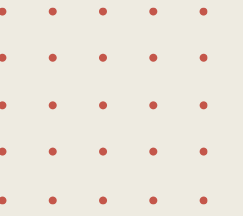
Photo credit: J. Tyler Franklin

Medicaid will not cover
inpatient care, in a
specialized facility, for
mental health or
substance use . . .

42 U.S.C. § 1396d(a)(32)(B)

. . . **with some exceptions**

- **15 day rule**
- **Demonstration waivers**



Origins

- **1949, Pres. Truman**
 - **State of the Union**
- **1963, Pres. Kennedy**
 - **Community Mental Health Act of 1963**
 - **Signed on Oct. 31**
- **1965, Pres. Johnson**
 - **Medicare**
 - **Political compromises**
 - **Medicaid**
 - **IMD Exclusion & Inmate Exclusion**

Origins

- **Deinstitutionalization Movement**
- **Asylums**



Photo credit: Library of Congress

Current Status

State/local Responsibility

- Jails & prisons
- State hospitals

15 Day Exception

Waivers

- Sec. 1115 demonstration waivers
- SUD
- SMI

Outcomes

- **Psychiatric beds**
 - **Maryland – 15.8**
 - **Kentucky – 11.3**
 - **California – 15.1**
 - **Texas – 8.1***
- **Incarceration**
- **Homelessness**

Next Steps

- **Federal Legislation**
- **State Investment**
- **Advocacy Efforts**

Questions/Comments

Michael Gray, JD, MUP

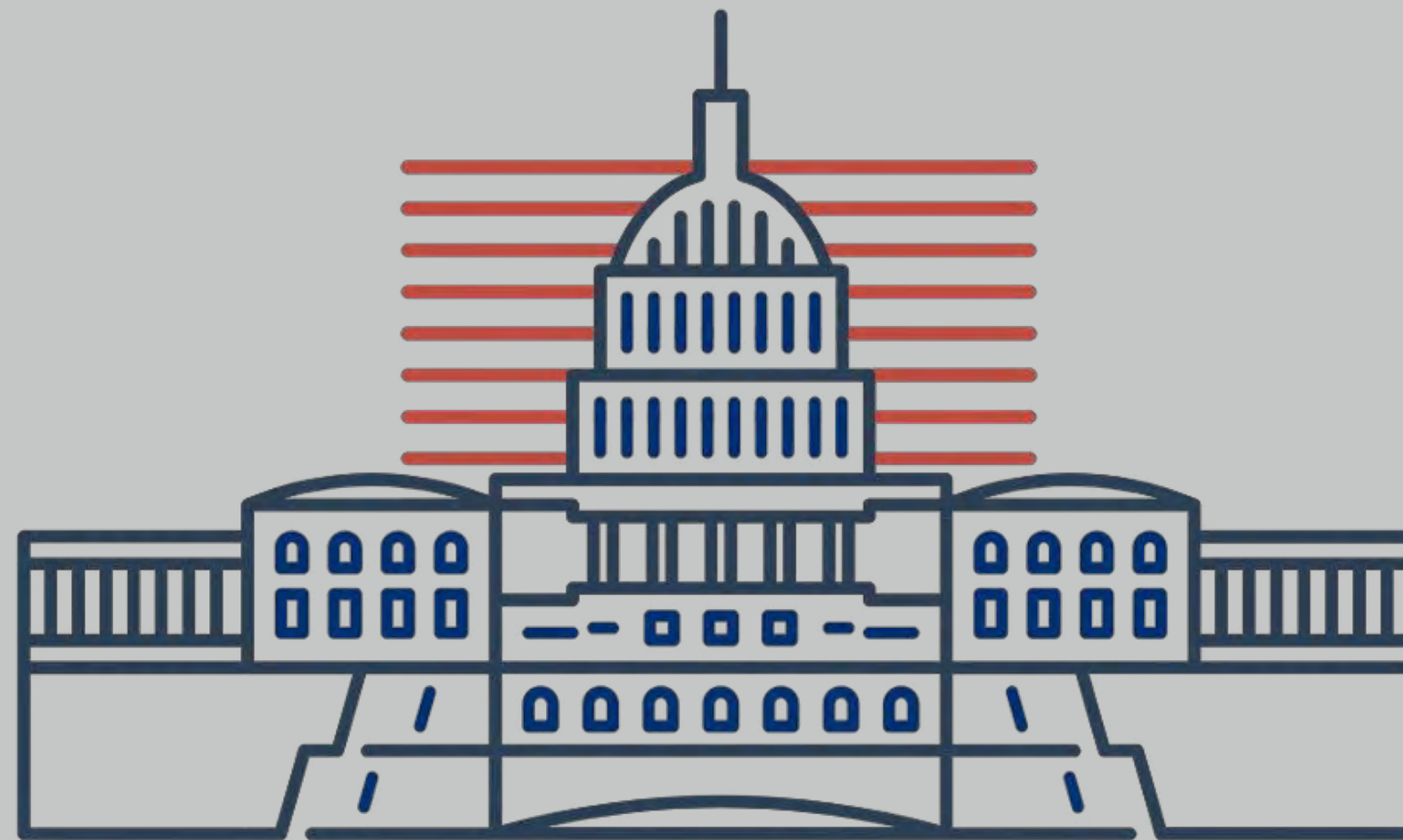
michael@tulipiferastrategies.com

270-348-0066

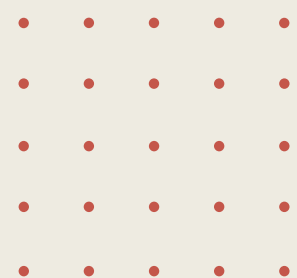
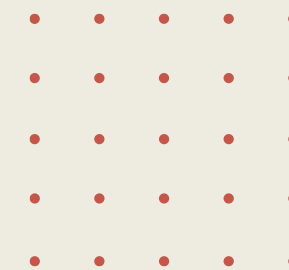
namimd.org

tulipiferastrategies.com





Saving Money for Your Community



Caitlyn McKenney

**Research Fellow,
Discovery Institute**



Leaders in Cost Effective Outreach

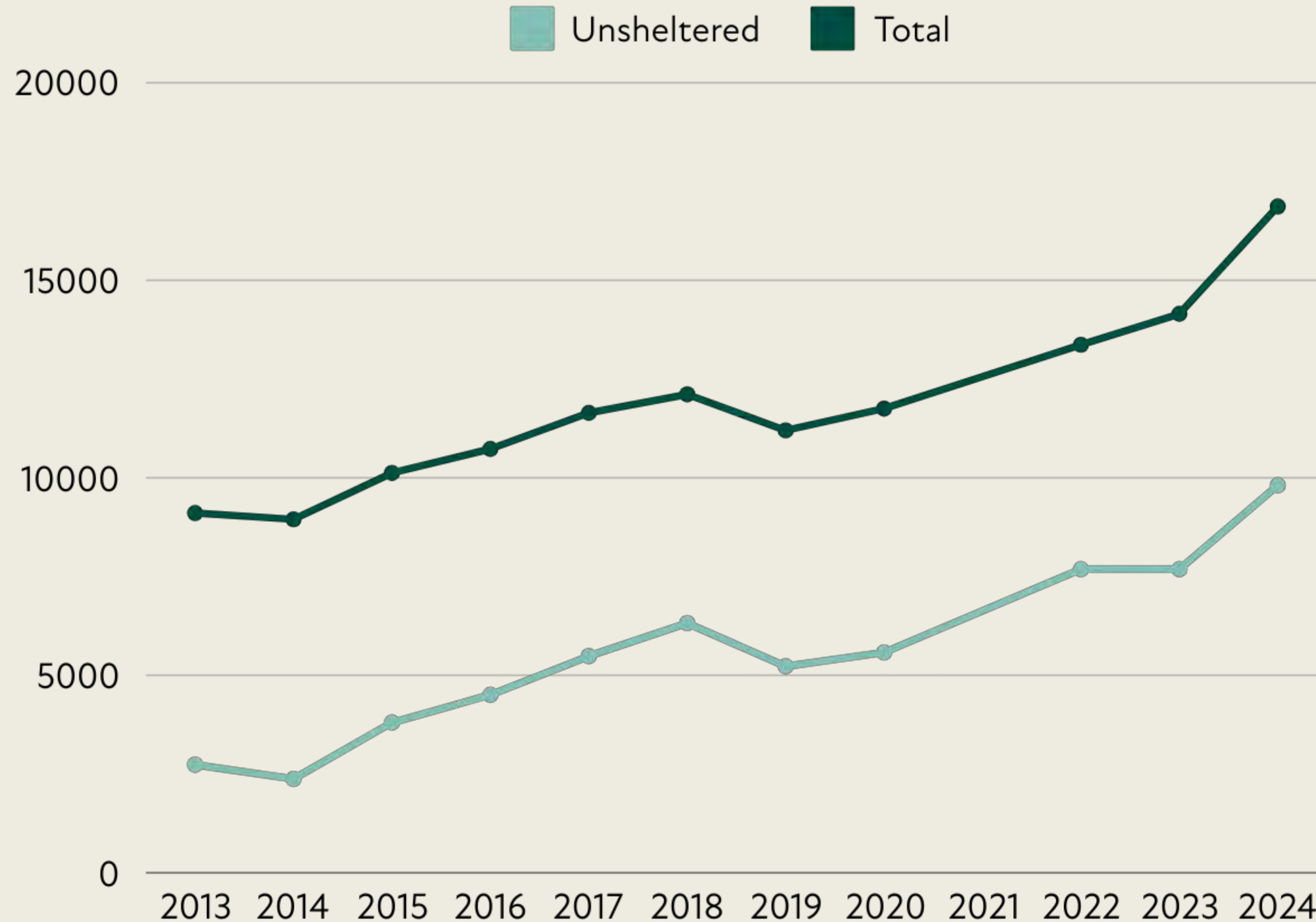
A Seattle Case Study



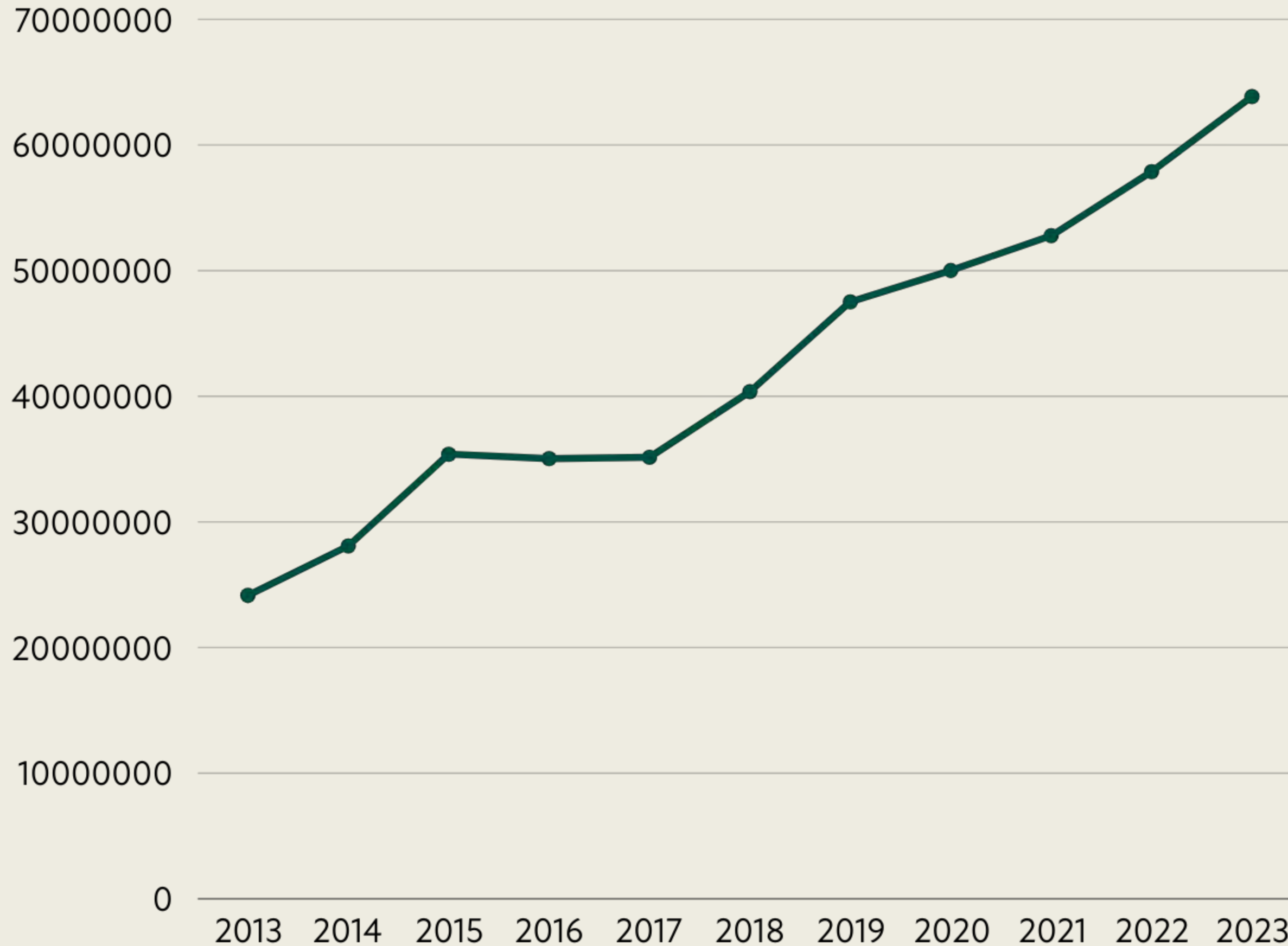
Key Takeaway:

Citygate Network and
Salvation Army mobile
outreach is 3-9 times
more
cost effective than
government efforts.

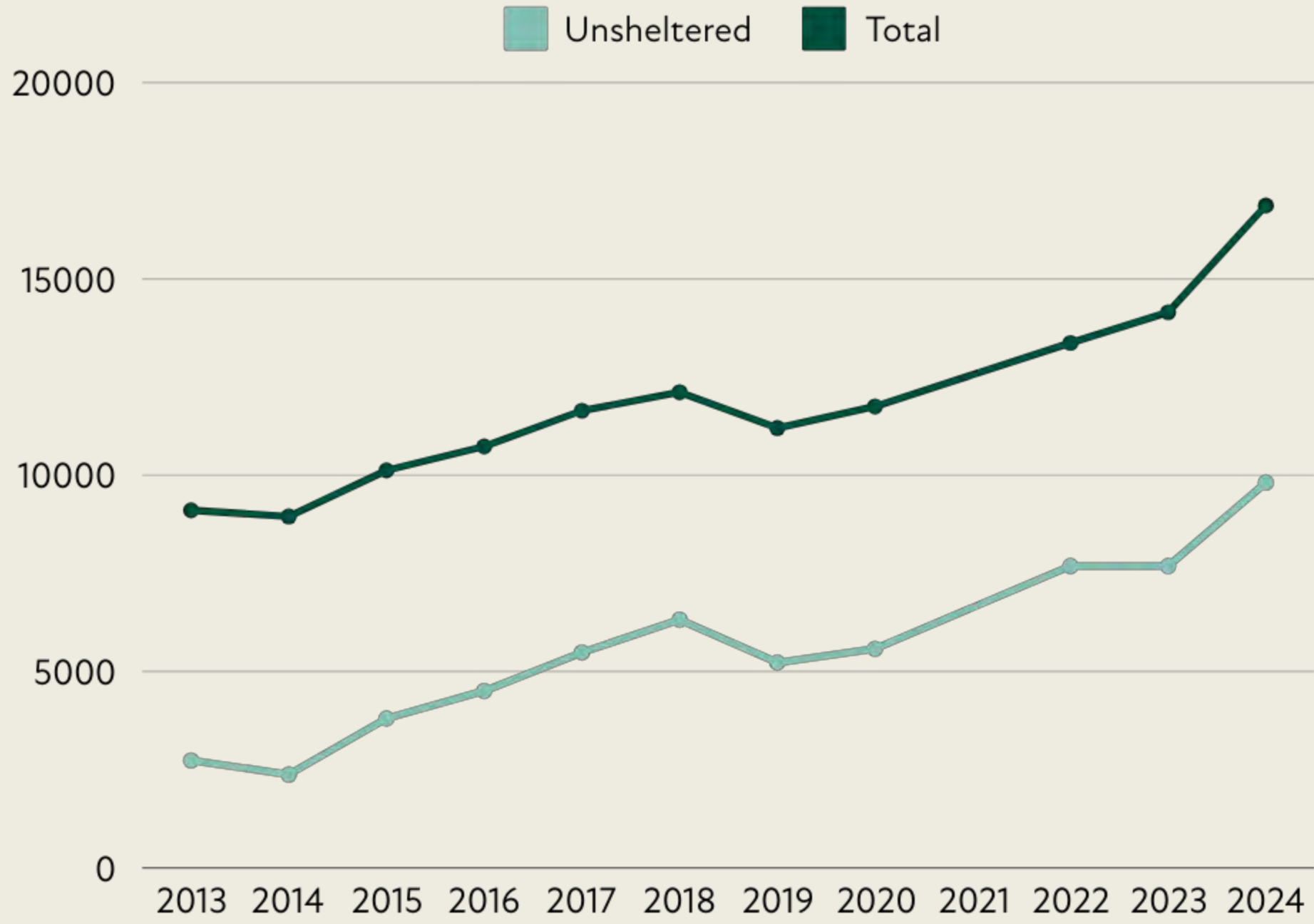
Homelessness in Seattle



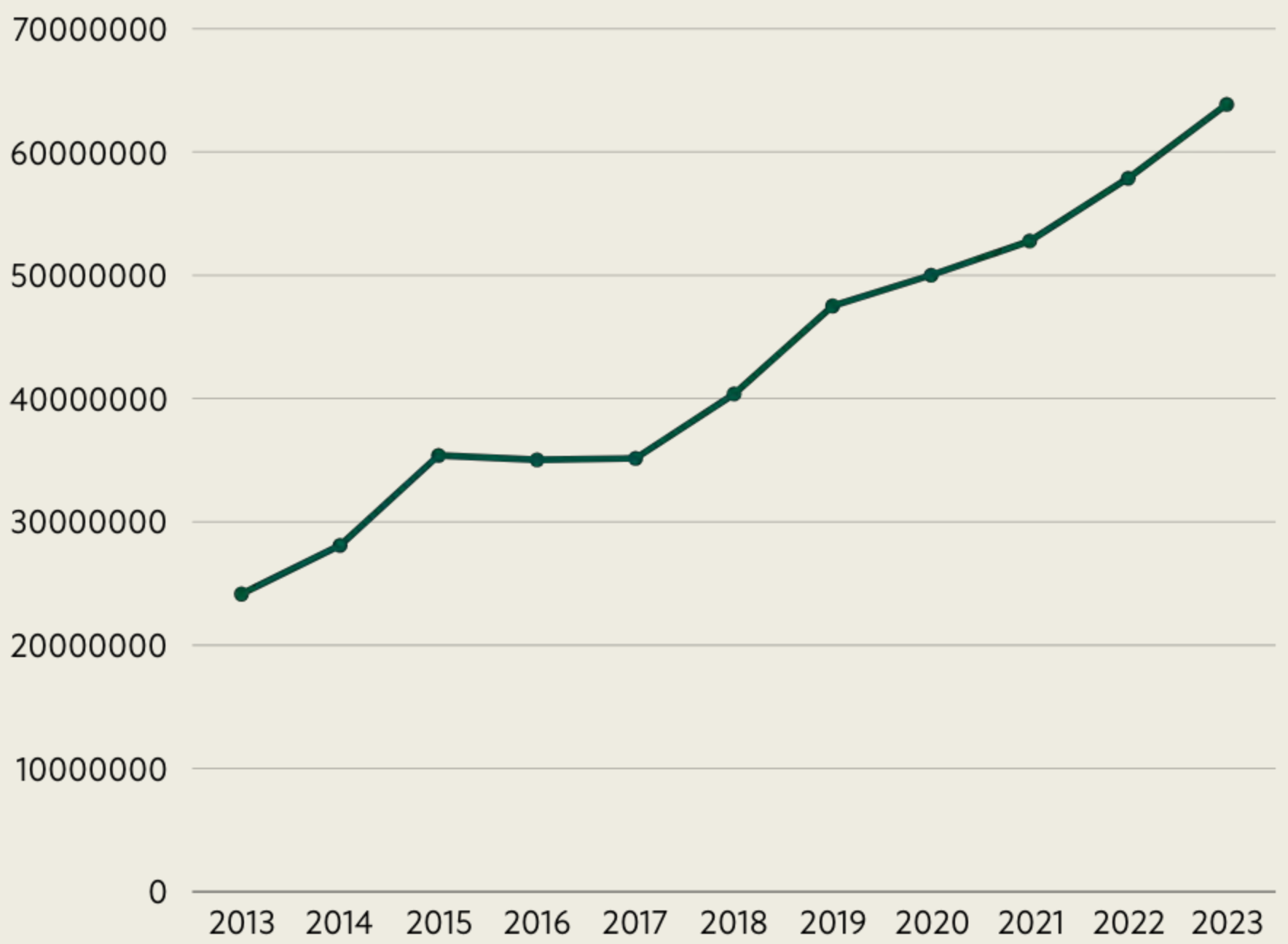
HUD CoC Funding for Seattle



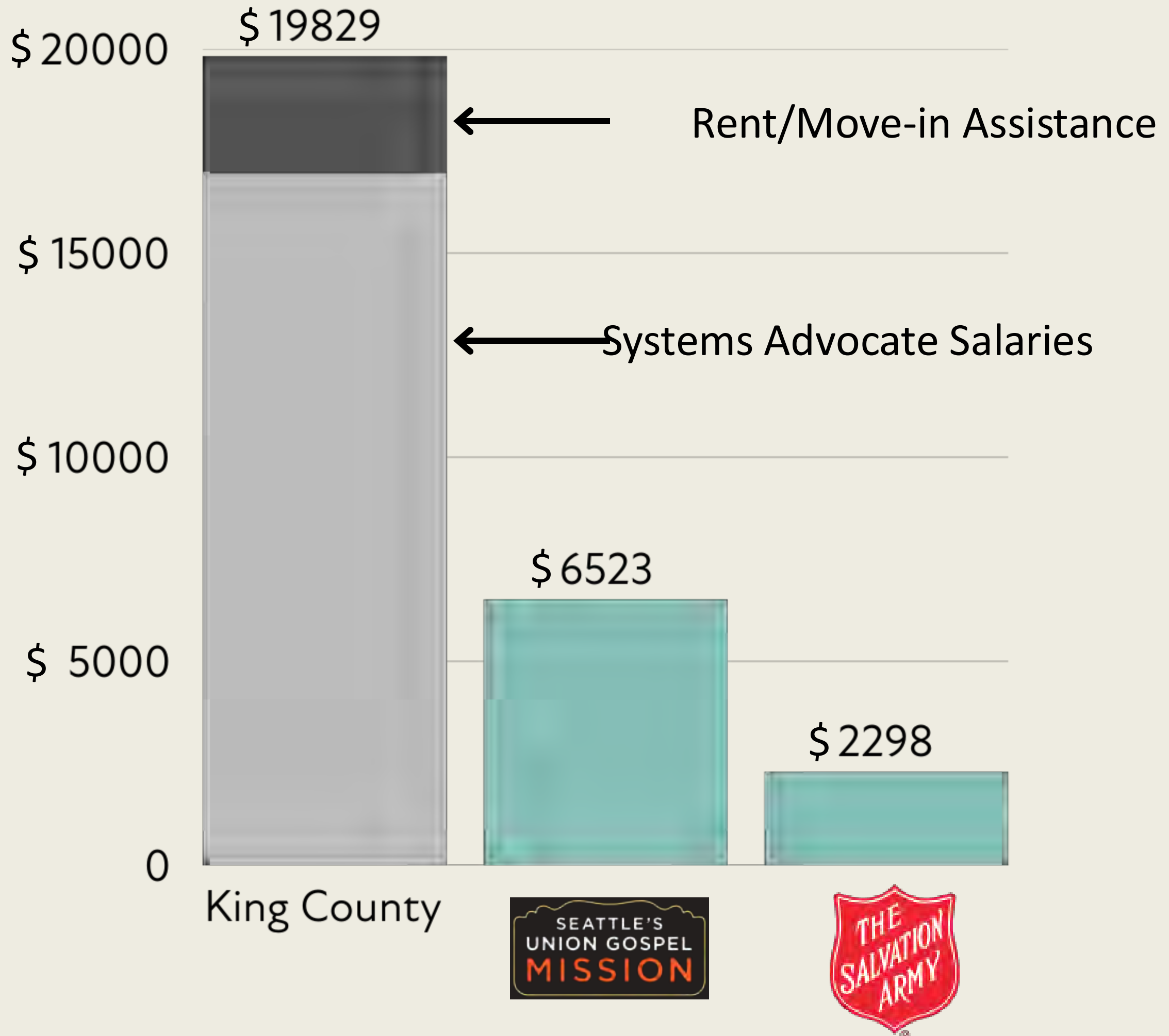
The Problem



The Solution?





Data from HUD Exchange

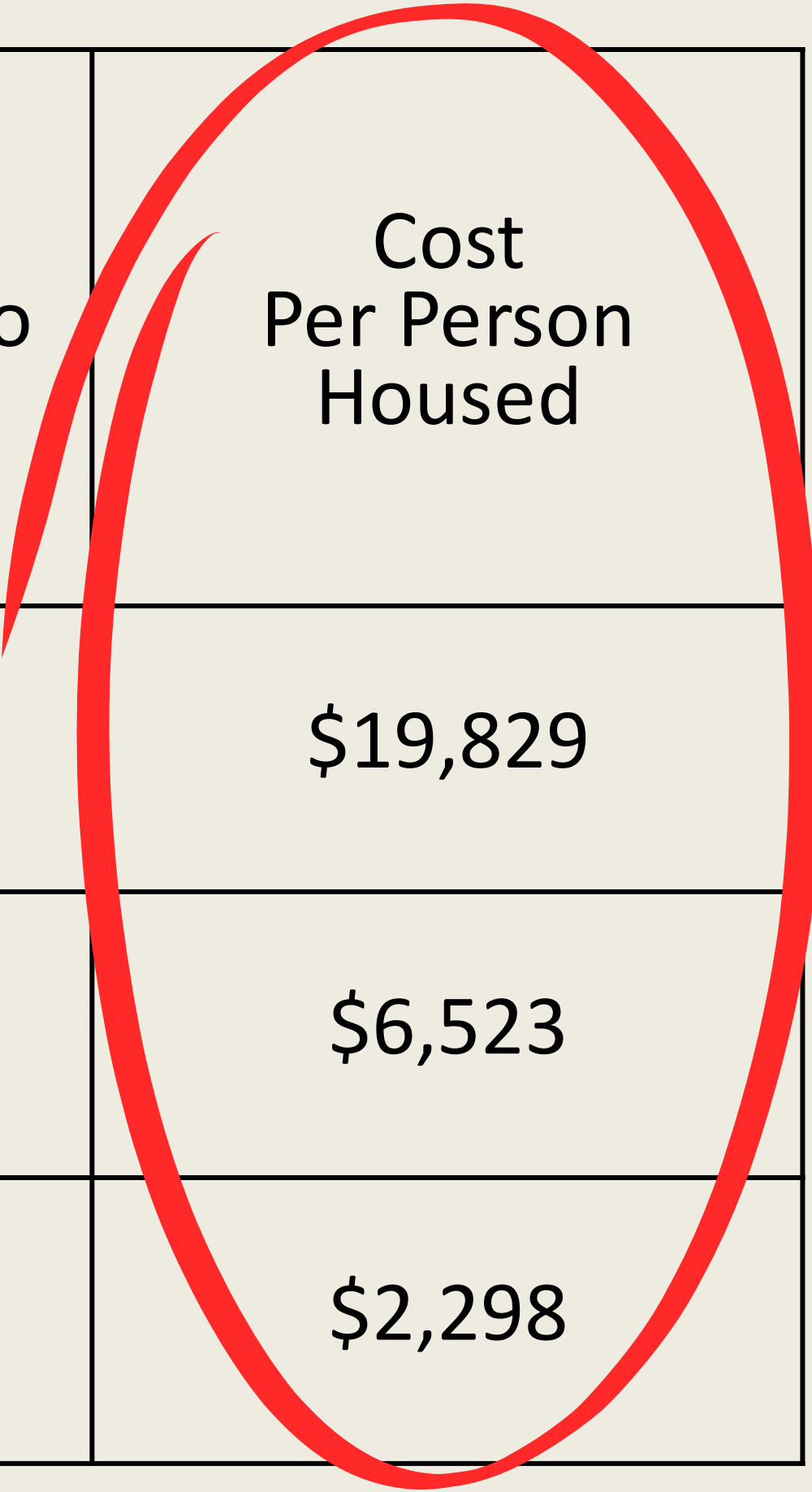


Cost Per Person Housed

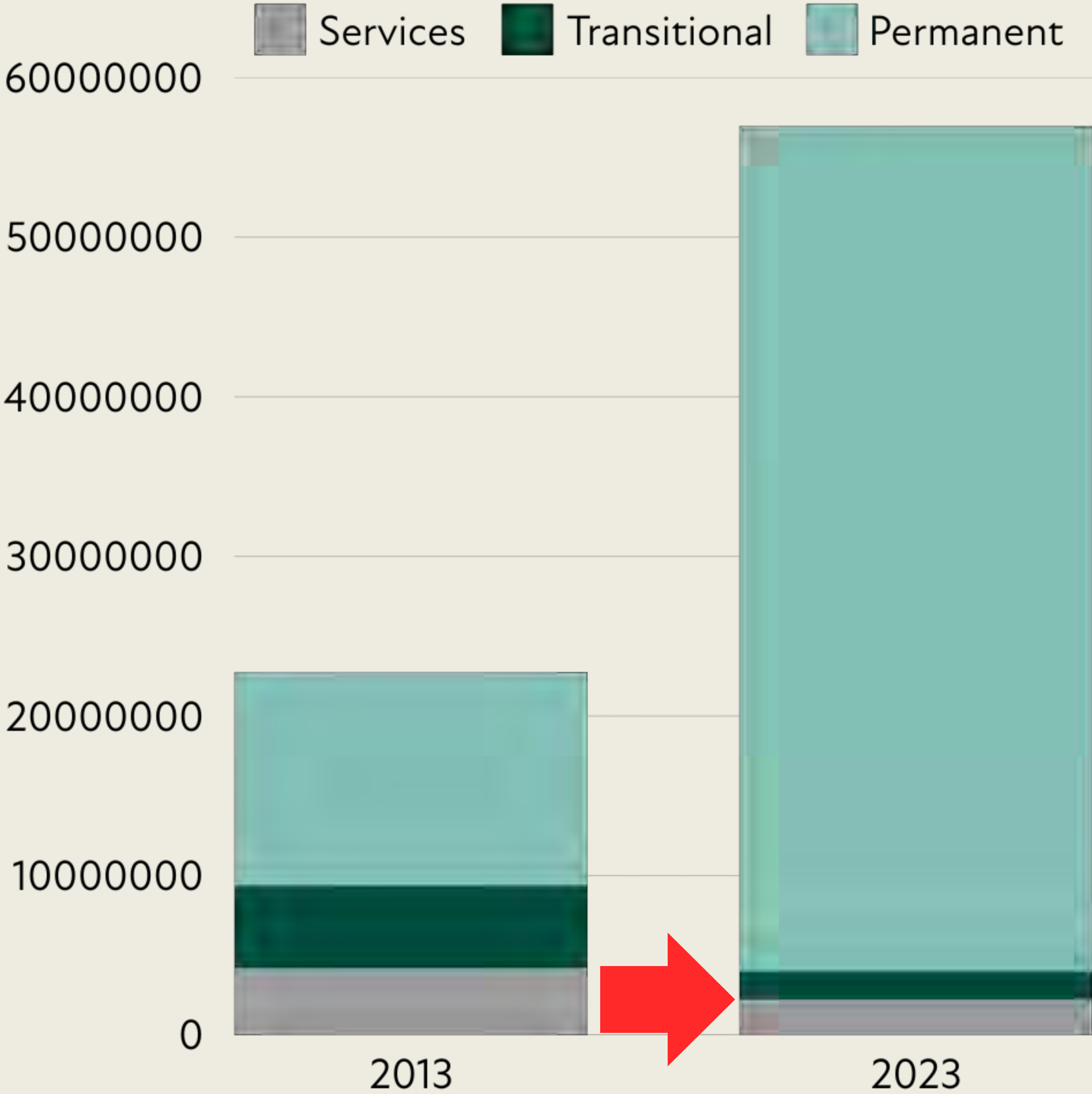
Mobile Outreach

	2022 Funding Spent on Program	2022 People Moved from Homelessness to Permanent Housing	Cost Per Person Housed
King County	\$2,280,363	115	\$19,829
	\$1,820,000	279	\$6,523
	\$1,470,605	640	\$2,298

King County



Where is the \$\$ Going?



Our Message for Policymakers:

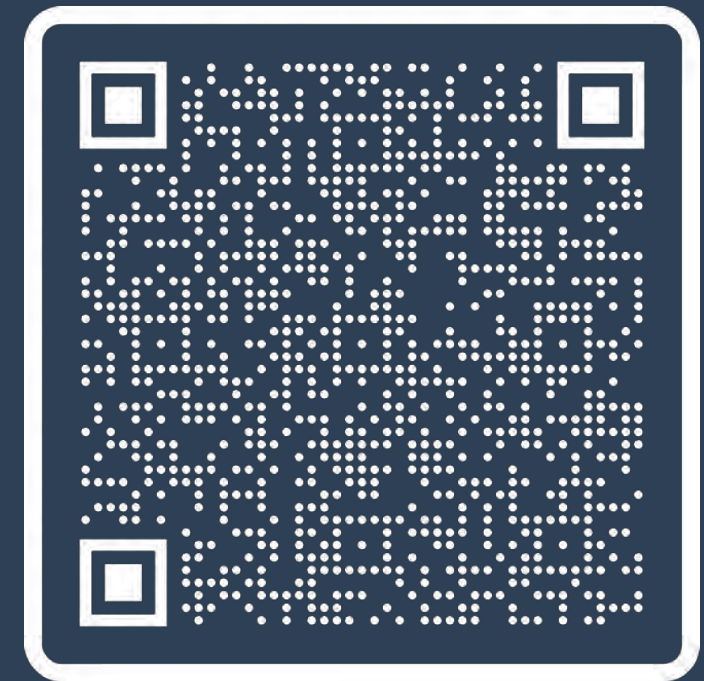
Follow the data.

Invest in what works.

Thank You

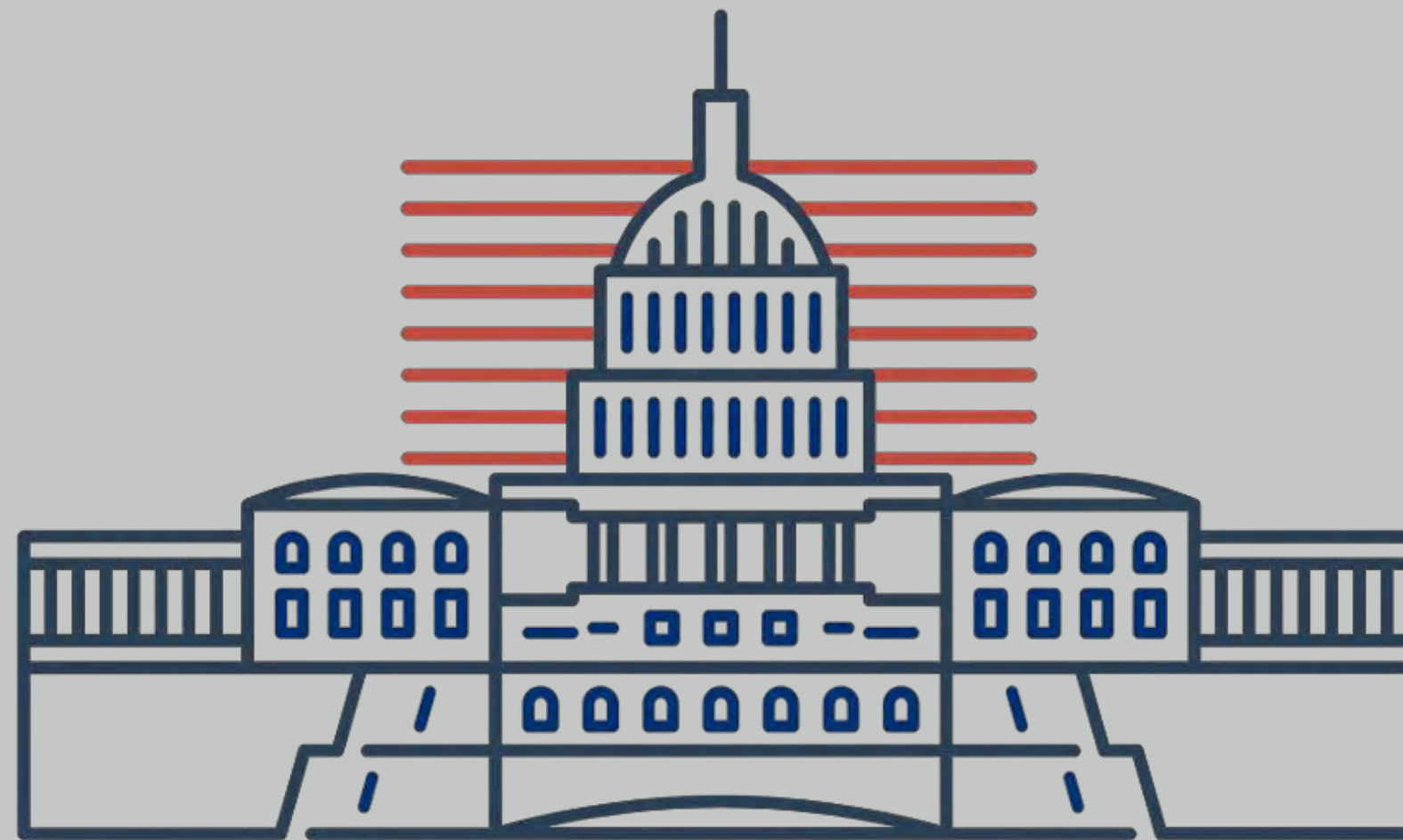


Read the Full Report

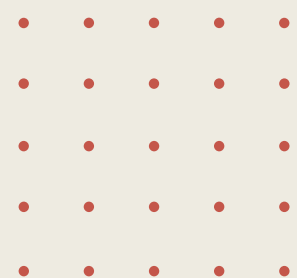
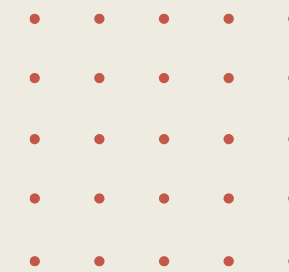


 cmckenney@discovery.org

 [@CaitlynMcKenney](#)



Make the Most of Your Meetings on The Hill



Jeremy Montgomery

**President/CEO,
Philly House**

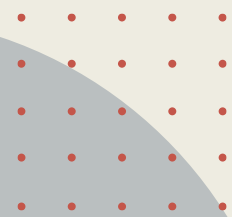




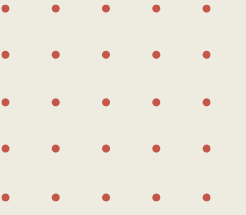
NAVIGATING CAPITOL HILL:

A Guide for Meeting with Legislators

Rev. Jeremy Montgomery
President & CEO | Philly House, Philadelphia



PREPARING FOR YOUR MEETING

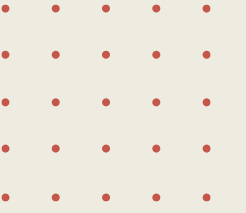


Know Your Legislators

- Research their background, committee assignments, voting record, and key issues.
- Understand their stance on issues related to your mission (e.g., housing, healthcare, education, social services).
- Tailor your message to their values and priorities.

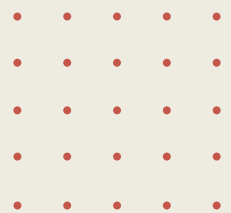


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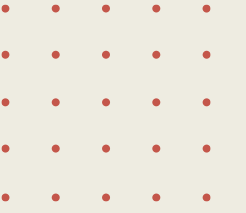


Set Clear Goals

- Identify the main objectives for the meeting (e.g., introduction to what you do, securing funding, passing legislation, gaining support for a policy initiative).
- Prepare 1-2 key asks.

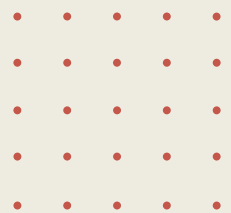


KEY MESSAGES TO COMMUNICATE

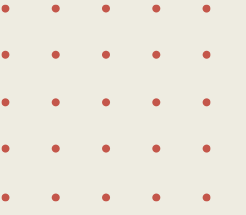


Elevator Pitch

- **Start with a compelling, brief OVERVIEW of your mission.**
- **Focus on SOLUTIONS: how your rescue mission addresses a critical need and the impact it has on the community.**



KEY MESSAGES TO COMMUNICATE

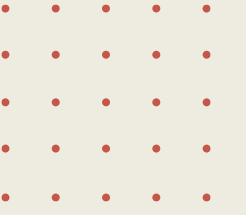


Data & Stories

- **Use facts, statistics, and personal stories to illustrate the importance of your ministry.**
- **Show how what you do directly impacts real people.**
- **Showcase the Citygate Network's contribution to your entire State.**

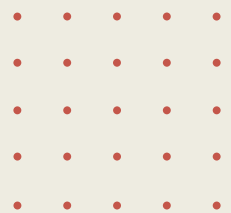


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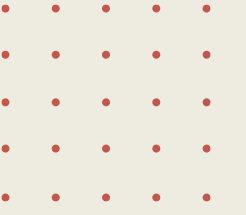


Be Clear & Concise

- **Avoid jargon or overly complex explanations — keep it simple and focused.**
- **Legislators often have limited time, so keep your message clear, concise, and compelling.**
- **Have *only* a one-page brief or fact sheet that summarizes key points.**



KEY MESSAGES TO COMMUNICATE



Be Clear & Concise

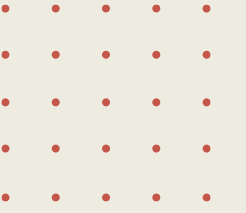
- **Be Respectful of Time:**

Stick to the scheduled time.

If you need more time, ask for a follow-up meeting.



THE MEETING: WHAT TO EXPECT

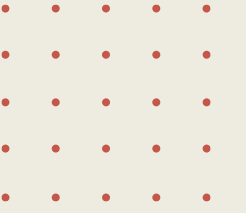


Format of the Meeting

- Likely 15-30 minutes in duration.
- Meetings may be with the legislator or their staff (who also play an important role).
- Be prepared for a mix of formal and informal conversation.
- Anticipate meeting ANYWHERE available.

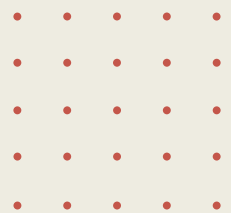


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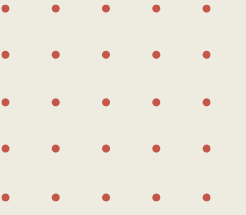


General Meeting Flow

1. Introduction – Brief personal introductions.
2. “Elevator Pitch” – Present your mission and the issue at hand.
3. Asks – Make your requests and clearly outline next steps.
4. Discussion – Open the floor for questions, comments, or discussion on the topics covered.
5. Wrap-up – Thank them for their time and reinforce your key points.



PURPOSE OF MEETING: BUILDING RELATIONSHIPS

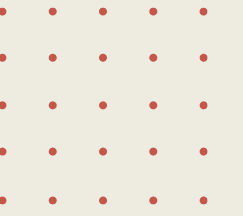


Establish Long-Term Partnerships

- Don't just focus on immediate **OUTCOMES**—aim to build ongoing relationships with legislators and their staff.
- Treat legislators and their staff with respect, professionalism, and gratitude.
- Approach this as not just a one-time meeting.

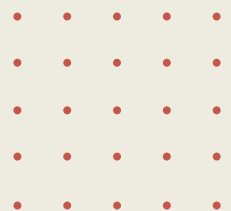


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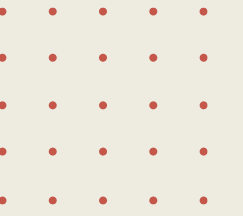


Why Staff Matter:

- **Legislative Assistants (LAs), Legislative Directors (LDs), policy advisors, and Chiefs of Staff often play a critical role in shaping decisions.**
- **Staff members are GATEKEEPERS & subject-matter EXPERTS—developing good relationships with them is crucial.**

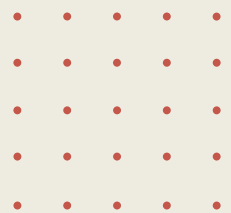


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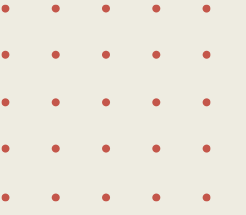


How to Build Rapport with Staff:

- Treat them as important partners in your ministry advocacy.
 - ASK : “are you from the District? (or state?)”
- Grab as many BUSINESS CARDS as available.
- Follow up with them after your meeting, especially if you don't meet the legislator directly.



HANDLING DIFFICULT SITUATIONS

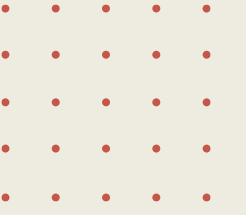


What If your Legislator Is Not Supportive?

- Stay professional and respectful; do not burn bridges.
- Ask if there are any specific concerns or alternative solutions you can propose.
- Stay grounded in WHO you serve and WHY – tell a story of impact.

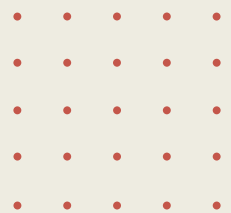


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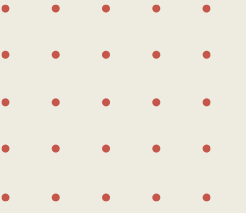


What If your Legislator Is Not Supportive?

- **Don't Talk Over the Legislator:**
LISTEN as much as you speak. Respectful, two-way communication is key to building a strong connection.
- **Don't Be DEFENSIVE:**
If the legislator disagrees, don't argue. Stay calm, acknowledge their position, and present your facts.



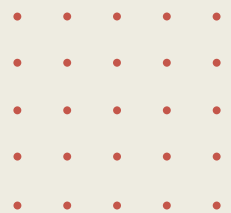
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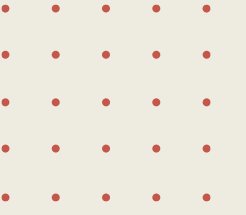
BE READY FOR THIS QUESTION....

How will DOGE and the recent federal cuts affect your ministry?

- Please DO NOT ANSWER : *“It doesn’t hurt us because we do not receive government funding.”*
- The TRUTH is : these recent federal actions will affect every community and its ‘Continuum of Care’.
- ANSWER = *“We do not yet know the fullest impact upon our mutual work of addressing homelessness.”*



HANDLING DIFFICULT SITUATIONS

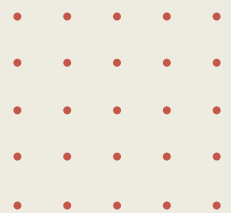


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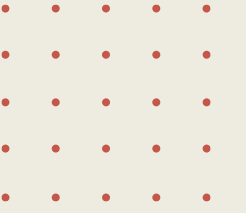
How will DOGE and the recent federal cuts affect your ministry?

“Therefore everyone who hears these words of mine and puts them into practice is like a wise man who built his house on the rock. The rain came down, the streams rose, and the winds blew and beat against that house; yet it did not fall, because it had its foundation on the rock.”

-Matthew 7:24-25

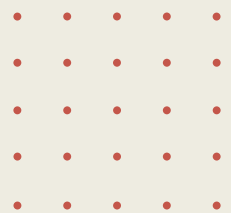


FOLLOWING UP...

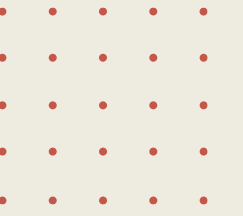


Thank You Note:

- Reinforce your message and show appreciation for their time.
- Provide any requested information or materials.
- Keep the line of communication open—stay engaged and update them on your progress.
- Don't Overwhelm Them with Emails: Send follow-ups sparingly.
- Don't Assume Immediate Action: Understand that change takes time. Be patient but persistent.



FOLLOWING UP...



Invite Legislators to Your Events:

- Create opportunities for ongoing engagement to visit your ministry and/or attend events.
- Engage Your Network: Encourage donors, supporters, volunteers, and beneficiaries to contact legislators on your behalf.
- Be Persistent, Not Pushy: Consistency is *key*, but always remain professional and respectful.



SUMMARY

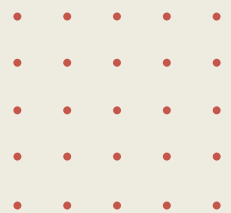


Your voice is POWERFUL!

***“Speak up for those who cannot speak for themselves,
for the rights of all who are destitute.***

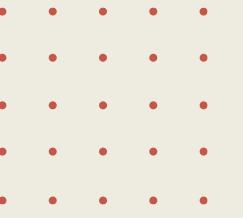
***Speak up and judge fairly;
defend the rights of the poor and needy.”***

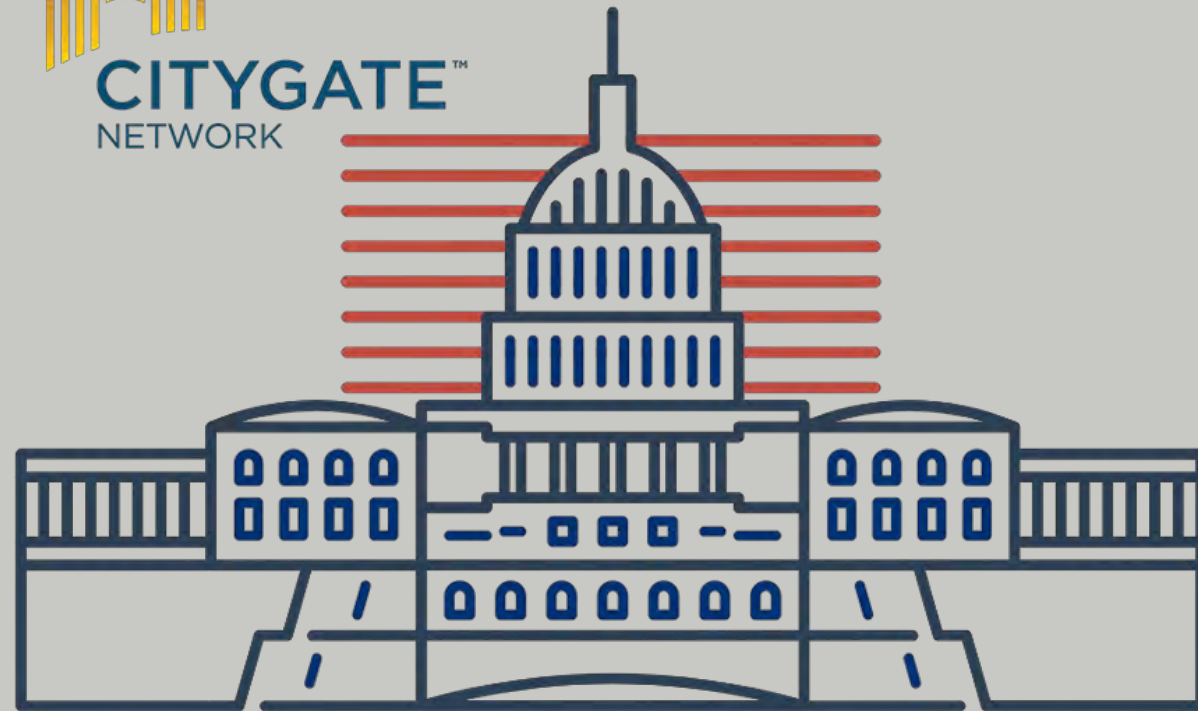
- Proverbs 31:8-9



HAVE FUN!

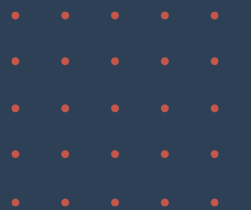
Take a ride on the Senate Subway....





DC FORUM 2025

Dinner + viewing of *Fentanyl: Death Incorporated*



Tom De Vries

**President/CEO,
Citygate Network**



MEET OUR TEAM

**LISA
MILLER**

*Director of Meetings
& Events*



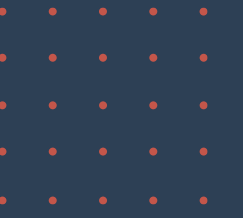
**BRANDAN
THOMAS**

*VP of Leadership,
Learning, & Program*



**TOM
DE VRIES**

President/CEO



THANK YOU FOR JOINING US!



DC FORUM 2025