

**GRAND TRAVERSE COUNTY
DEPARTMENT OF HEALTH AND HUMAN SERVICES BOARD
MINUTES OF THE APRIL 27, 2026
STUDY SESSION**

PRESENT: Mary Marois, Karen Griggs Board Staff
Darrell Lavender, Kory Hansen, Darcey Gratton

ABSENT: Carol Crawford Board
TJ Andrews Commission

GUESTS: Deb Jackson, Grand Traverse Pavilions Foundation President
Ann McMann, Residential Services Director
Jaime Griffis, Director of Development and Community Relations

The special board meeting of the Grand Traverse County Department of Health and Human Services Board was called to order at 2:10 p.m. by Board Vice Chair Mary Marois in the Board room at Grand Traverse Pavilions.

Roll Call - Marois – yes, Griggs – yes, Crawford – excused

Public Comment - none

DISCUSSION

Cottages – Resident Strategic Discounts & Scholarship Policy – In March at the regular DHHS Board meeting, Vice Chair Mary Marois requested additional discussion on cottages unit discounts at a special study session. Lavender presented on the need to increase occupancy at The Cottages while maintaining the organization’s mission, financial performance, and public trust.

Lavender provided a 10-slide presentation; current state rates and subsidies for each resident/unit; Cottages financials Year-End 2025, Budget 2026, and Year to Date 2026; and financial need worksheets.

A draft of the *Resident Strategic Discounts & Scholarships Policy for Residential Services* was reviewed. The policy is intended to be used as an occupancy accelerator and expand access to assisted living services while supporting long-term financial sustainability.

The policy outlines parameters, timelines, and limits for discounts. Lavender shared that the DHHS Board authorized Lavender to negotiate with prospective residents through May 30, 2026, with concessions not to exceed \$5,000 per family. No units have been discounted to date.

Lavender confirmed there has been no request or funding commitment from the Foundation Board related to these discounts.

Following discussion, The board expressed support for advancing the resolution and policy to the DHHS Board in May for consideration and approval.

Meeting adjourned at 03:05 p.m.

