



**BOARD OF SUPERVISORS
AGENDA LETTER**

Agenda Number:

Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

Submitted on:
(COB Stamp)

Department Name: Behavioral Wellness
Department No.: 043
Agenda Date: July 1, 2025
Placement: Administrative Agenda
Estimated Time:
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors
FROM: Department Director: Antonette Navarro, LMFT, Director
Department of Behavioral Wellness
Contact: Katie Cohen, Psy.D., LMFT, Assistant Director of Clinical
Operations, Department of Behavioral Wellness
SUBJECT: Renewal Services Agreement with CALM, Inc. for Mental Health Services Fiscal Year
2025-26

County Counsel Concurrence

As to form: Yes

Other Concurrence: Risk Management

As to form: Yes

Auditor-Controller Concurrence

As to form: Yes

Recommended Actions:

That the Board of Supervisors:

- a) Approve and authorize the Chair to execute a Renewal Agreement for Services of Independent Contractor with **CALM, Inc.** (a local vendor) for the provision of mental health services to children and youth for a total maximum contract amount not to exceed **\$3,694,440**, for the period of July 1, 2025 through June 30, 2026;
- b) Delegate authority to the Director of the Department of Behavioral Wellness or designee to
 - (i) suspend, delay, or interrupt the services under the Agreement for convenience as provided in Section 20 of the Agreement, (ii) make immaterial changes to the Agreement as provided in Section 26 of the Agreement, (iii) make changes to the service locations per Exhibits A-2, A-6, A-7, A-8, and A-9; (iv) make changes to the staffing requirements per Exhibits A-2, A-6, A-7, A-8, and A-9; (v) reallocate funds between funding sources as provided in Section I.E of Exhibit B of the Agreement; (vi) incorporate new codes and make fee-for-service rate changes to Exhibits B-1 and B-3 (if applicable); (vii) make rate changes to Exhibits B-1 and B-3 (if applicable) for County's operational reasons; (viii) make rate changes to or otherwise update Exhibits B-1 and B-3 (if applicable) for multiyear contracts annually, and (ix) amend the Program goals, outcomes, and measures as provided in Exhibits E-1, E-5, E-6, E-7, and E-8 of

the Agreement; all without altering the total maximum contract amount and without requiring the Board of Supervisors' approval of an amendment of the Agreement, subject to the Board of Supervisors' ability to rescind this delegated authority at any time; and

- c) Determine that the above-recommended actions are not a project that is subject to environmental review under the California Environmental Quality Act (CEQA) pursuant to the CEQA Guidelines section 15378(b)(4), finding that the actions are governmental funding mechanisms and/or fiscal activities that will not result in direct or indirect physical changes in the environment.

Summary Text:

The above-referenced item is on the agenda for the Board of Supervisors to approve and authorize the Chair to execute a renewal Agreement with **CALM, Inc.** to provide mandated specialty mental health services to children and youth, aged 21 years and younger. The total maximum contract amount is not to exceed \$3,694,440, for the period of July 1, 2025 through June 30, 2026.

Discussion:

Approval of the recommended actions will allow Behavioral Wellness (BWell) to continue to provide specialty mental health services to children and youth with serious emotional disturbances, including therapy and rehabilitation services.

Background:

BWell provides a continuum of mental health and substance use disorder services to Santa Barbara County residents, in part, through contracted providers including Community-Based Organizations (CBOs). CALM, Inc., a local CBO, provides a variety of mental health services for children and youth from ages 0 to 21 years with serious emotional disturbances including rehabilitation and therapy services.

BWell has contracted with CALM, Inc., since 1999. As a long-standing partner, CALM provides a variety of mental health services for children and youth with serious emotional disturbances, including rehabilitation and therapy services. CALM also provides Intensive-In-Home (IIH) mental health services in home and community settings for child and youth clients and their families to improve client and family functioning. CALM's Pathways to Well-Being Program provides mental health assessments and services to children and youth in foster care and their families. CALM provides early childhood mental health prevention services through Mental Health Services Act (MHSA) Prevention and Early Intervention (PEI) funding, to children from 0 to 5 years old and their families. CALM, Inc. also provides early intervention mental health services to children 0 to 10 years old through MHSA PEI and Medi-Cal funding. Additionally, CALM provides short-term therapy to child clients and their families in an outpatient setting. BWell now requests the Board of Supervisors' approval of the contract renewal for FY 2025-26.

Performance Measure:

The Agreement with CALM, Inc. has Performance Measures to monitor program implementation. Exhibit E- Program Goals, Outcomes and Measures of the Agreement details the performance expectations of the Contractor.

Contract Renewals:

Data for FY 2024-25 is not yet completed. Below are the outcomes for Q1, Q2 and Q3 of FY 2024-25.

Performance Outcome Data from Q1-Q3 of FY 2024-25:

- a. **Intensive In-Home (IIH) Services:** Served an average of 42 members; 5.3 average new enrollments; 6.3 average discharges. **They met all 8 of their goals:**
- Members incarcerated – Goal: $\leq 5\%$; Outcome: 0%;
 - Members admitted to acute psychiatric inpatient care – Goal: $\leq 5\%$; Outcome: 1%
 - Members discharged from inpatient admission were followed up after discharge within 7 days – Goal: 95%; Outcome: 100%
 - Members received crisis services – Goal: $\leq 10\%$; Outcome: 2%
 - Members with stable/permanent housing – Goal: 95%; Outcome: 100%
 - Members engaged in purposeful activity - Goal: 95%; Outcome: 99%
 - Members discharged to a lower level of care - Goal: 85%; Outcome: 100%
 - Members discharged to a higher level of care: Goal: $\leq 15\%$; Outcome: 0%
- b. **SPIRIT (Parent Partner):** Served an average of 46.7 members; 10.7 average new enrollments; 13.7 average discharges. **They met 2 of their 4 goals** and are on target to complete all goals by end of the fiscal year:
- Goals Met:
- Members with stable/permanent housing – Goal: 95%; Outcome: 98%
 - Members engaged in purposeful activity – Goal: 95%; Outcome: 98%
- Goals in Progress:
- Members discharged to a lower level of care – Goal: 85%; Outcome: 63%
 - Members discharged to a higher level of care – Goal: $\leq 15\%$; Outcome: 38%
- c. **Pathways to Well-Being:** Served an average of 32 members; 8.3 average new enrollments; 9.3 average discharges. **They met 7 of their 8 goals**, and are on target to complete all goals by end of the fiscal year:
- Goals Met:
- Members incarcerated – Goal: $\leq 5\%$; Outcome: 0%
 - Members admitted to acute psychiatric care – Goal: $\leq 5\%$; Outcome: 0%
 - Members received crisis services – Goal: $\leq 10\%$; Outcome: 0%
 - Members with stable/permanent housing – Goal: 95%; Outcome: 100%
 - Members engaged in purposeful activity – Goal: 95%; Outcome: 98%
 - Members discharged to a lower level of care – Goal: 85%; Outcome: 93%
 - Members discharged to a higher level of care – Goal: $\leq 15\%$; Outcome: 7%
- Goals in Progress:
- Members discharged from inpatient admission were followed up after discharge within 7 days – Goal: 95%; Outcome data is not yet available.
- d. **Managed Care:** Served an average of 45.3 members; 11.7 average new enrollments; 12 average discharges. **They met 7 of their 8 goals**, and are on target to meet all goals by end of the fiscal year:
- Goals Met:
- Members incarcerated – Goal: $\leq 5\%$; Outcome: 0%
 - Members admitted to acute psychiatric care – Goal: $\leq 5\%$; Outcome: 0%
 - Members received crisis services – Goal: $\leq 10\%$; Outcome: 0%
 - Members with stable/permanent housing – Goal: 95%; Outcome: 100%
 - Members engaged in purposeful activity – Goal: 95%; Outcome: 98%

- Members discharged to a lower level of care – Goal: 85%; Outcome: 91%
- Members discharged to a higher level of care – Goal: ≤15%; Outcome: 9%

Goals in Progress:

- Members discharged from inpatient admission were followed up after discharge within 7 days – Goal: 95%; Outcome data is not yet available.

- e. **Early Childhood Specialty Mental Health (ECSMH)**: Served an average of 219 members; 84.3 average new enrollments; 86 average discharges. **They met all 7 of their 7 goals:**

Goals Met:

- Members incarcerated – Goal: ≤5%; Outcome: 0%
- Members admitted to acute psychiatric care – Goal: ≤5%; Outcome: 0%
- Members received crisis services – Goal: ≤10%; Outcome: 0%
- Members with stable/permanent housing – Goal: 95%; Outcome: 100%
- Members engaged in purposeful activity – Goal: 95%; Outcome: 100%
- Members discharged to a lower level of care – Goal: 85%; Outcome: 100%
- Members discharged to a higher level of care – Goal: ≤15%; Outcome: 0%

- f. **Early Childhood Mental Health (ECMH)**: Served an average of 82 members; 22 average new enrollments; 23.7 average discharges. **They met 8 of their 9 goals**, and are on target to meet all goals by end of the fiscal year:

Goals Met:

- Members incarcerated – Goal: ≤5%; Outcome: 0%
- Members discharged from incarceration had a follow up within 7 days – Goal: 95%; Outcome: N/A
- Members admitted to acute psychiatric care – Goal: ≤5%; Outcome: 0%
- Members received crisis services – Goal: ≤10%; Outcome: 0%
- Members with stable/permanent housing – Goal: 95%; Outcome: 100%
- Members engaged in purposeful activity – Goal: 95%; Outcome: 100%
- Members discharged to a lower level of care – Goal: 85%; Outcome: 100%
- Members discharged to a higher level of care – Goal: ≤15%; Outcome: 0%

Goals in Progress:

- Members discharged from inpatient admission were followed up after discharge within 7 days – Goal: 95%; Outcome data is not yet available.

Fiscal and Facilities Impacts:

Budgeted: Yes

Fiscal Analysis:

Funding Source	FY 2025-26	Total
State	\$663,224	\$663,224
Other: Medi-Cal Patient Revenue	\$3,031,195	\$3,031,195
Total	\$3,694,440	\$3,694,440

The above-referenced Agreement is funded with a combination of State and Federal funds. The amount of Federal funds, consisting of Medi-Cal Patient Revenue funding, is contingent on the member's aid code and the State issued rate for the service. The non-Medi-Cal portion of the contract is funded by MHSA funding and State Realignment. Funding associated with this contract was included FY 2025-26 Recommended Budget.

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Special Instructions:

Please email one (1) complete, executed Agreement and one (1) Minute Order to Sara Hernandez at sahernandez@sbcbswell.org and to bswellcontractsstaff@sbcbswell.org.

Attachments:

Attachment A – CALM, Inc. FY 2025-26 Agreement

Contact Information:

Sara Hernandez
Contracts Analyst
sahernandez@sbcbswell.org