



**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

**Department Name:** Behavioral Wellness  
**Department No.:** 043  
**For Agenda Of:** June 25, 2024  
**Placement:** Administrative  
**Estimated Time:** N/A  
**Continued Item:** No  
**If Yes, date from:**  
**Vote Required:** Majority

**TO:** Board of Supervisors

**FROM:** Department Antonette Navarro, LMFT, Director  
Department of Behavioral Wellness, (805) 681-5220  
Contact Info: Laura Zeitz, Interim Assistant Director  
Department of Behavioral Wellness, (805) 681-5220  
Chris Ribeiro, Chief Financial Officer  
Department of Behavioral Wellness, (805) 681-5220

<sup>DS</sup>  
AN

**SUBJECT:** City Mental Health Mobile Crisis Services Revenue Agreement, FY 24-27

**County Counsel Concurrence**

As to form: Yes

**Auditor-Controller Concurrence**

As to form: Yes

**Other Concurrence:** Risk Management

As to form: Yes

**Recommended Actions:**

That the Board of Supervisors:

- a) Approve and authorize the Director of the Department of Behavioral Wellness or designee to execute the following revenue agreements for providing Behavioral Health Mobile Crisis Services to the template agreement terms attached as Attachment A for the period of July 1, 2024, through June 30, 2027, with the following cities and with the following anticipated revenue amounts:
  - i. City of Buellton, with the projected revenue of \$10,318
  - ii. City of Carpinteria, with the projected revenue of \$8,299
  - iii. City of Guadalupe, with the projected revenue of \$296
  - iv. City of Lompoc, with the projected revenue of \$83,953
  - v. City of Santa Maria, with the projected revenue of \$143,493
  - vi. City of Solvang, with the projected revenue of \$8,299
- b) Approve and authorize the Director of the Department of Behavioral Wellness or designee to execute a revenue agreement for Behavioral Health Mobile Crisis Services with the City of Santa Barbara according to the template agreement terms, attached as Attachment A, and Exhibit A-1, attached as Exhibit B, for the period of July 1, 2024, through June 30, 2027, in the anticipated revenue amount of \$240,142; and

- c) Determine that the above actions are government fiscal activities, which do not involve any commitment to any specific project that may result in a potentially significant physical impact on the environment and are therefore not a project under the California Environmental Quality Act (CEQA) pursuant to section 15378(b)(4) of the CEQA Guidelines.

**Summary Text:**

The Department of Behavioral Wellness (BWell) provides mobile crisis services to reduce resources spent by the city emergency services departments when dealing with behavioral health emergencies. Approval of the recommended actions will allow BWell to enter into three year Mobile Crisis Agreements with the cities of Buellton, Carpinteria, Guadalupe, Lompoc, Santa Barbara, Santa Maria and Solvang, which will expire on June 30, 2027. This will allow BWell to offset the total costs associated with providing mobile crisis services and ensure continuity of care. The total revenue from all cities is anticipated to be \$494,800.

**Background:**

In an effort to reduce the burden of providing Mobile Crisis Services in various cities within the County of Santa Barbara, the County entered into revenue agreements with the above cities in 1999. These 24/7 services ensure that residents in all areas of Santa Barbara County receive prompt behavioral health intervention, crisis stabilization, and emergency behavioral health evaluation by trained professionals in case of a behavioral health emergency. Additionally, these services help reduce the burden on public safety agencies and hospitals, as emergency response personnel are able to save time and resources by resolving mental health emergencies.

The revenue amounts were calculated using each city's contribution in fiscal year (FY) 2024-25, plus an adjustment to each year, based on the Consumer Price Index for All Urban Consumers, Medical Services, which is 2.5% annually. The cities have historically underwritten a portion of the costs of providing such services to their respective residents.

The revenue agreement with the City of Santa Barbara is uniquely different in that it includes a Statement of Work providing a detailed list of procedures that the City of Santa Barbara Police Department must follow per their agency. The other seven cities with revenue agreements do not have any defined procedures.

This item was last before the board in April 2021 to cover services provided in FY 2021-24. This action is being brought to the Board to cover FY 2024-27.

**Performance Measure:**

The FY 2024-27 Agreements contain performance measures to monitor program implementation and improve proficiency. BWell tracks Crisis calls by Region (South, West, and Santa Maria) to ensure accountability and keep data for Cities to see the value of their contribution. The following data elements include, but are not limited to:

- a. The number of Mobile Crisis services provided within city limits;
- b. The average response time for a Mobile Crisis response; and
- c. The outcome of Mobile Crisis response – hold written vs. safety plan.

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**Fiscal and Facilities Impacts:**

Budgeted: Yes

**Fiscal Analysis:**

<b><u>Funding Sources</u></b>	<b><u>FY 24-27 Revenue (Projected):</u></b>	<b><u>Annualized On-going Revenue (Projected):</u></b>
City of Buellton	\$ 10,318.00	2.5% increase per year
City of Carpinteria	\$ 8,299.00	2.5% increase per year
City of Guadalupe	\$ 296.00	2.5% increase per year
City of Lompoc	\$ 83,953.00	2.5% increase per year
City of Santa Barbara	\$ 240,142.00	2.5% increase per year
City of Santa Maria	\$ 143,493.00	2.5% increase per year
City of Solvang	\$ 8,299.00	2.5% increase per year
<b>Total</b>	<b>\$ 494,800.00</b>	

Narrative: No funds are expended by Behavioral Wellness as a part of this agreement. The anticipated revenue has been included in the budget. Based on prior contracts for Mobile Crisis Services and a 2.5% rate increase each year, determined by May 2024's Consumer Price Index for Medical Services, Behavioral Wellness projects receiving \$10,318 from the City of Buellton, \$8,299 from the City of Carpinteria, \$296 from the City of Guadalupe, \$83,953 from the City of Lompoc, \$240,142 from the City of Santa Barbara, \$143,493 from the City of Santa Maria, and \$8,299 from the City of Solvang, across the three-year term of these agreements.

**Key Contract Risks:**

There is a risk that if cities do not have budget available to pay these amounts, BWell would likely be required to make adjustments to discretionary service levels to ensure sustainability of these programs.

**Special Instructions:**

Please email one (1) Minute Order and one (1) complete copy of the contract to [alechapjian@sbcbswell.org](mailto:alechapjian@sbcbswell.org) and to [bwellcontractsstaff@sbcbswell.org](mailto:bwellcontractsstaff@sbcbswell.org).

**Attachments:**

Attachment A: City Mobile Crisis Services Revenue Agreement – FY 24-27 template

Attachment B: City of Santa Barbara FY 24-27 Mobile Crisis Services Revenue Agreement Exhibit A-1

**Authored by:**

Aleena Chapjian