



# County of Santa Barbara

## BOARD OF SUPERVISORS

### Minute Order

June 16, 2020

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**Present:** 5 - Supervisor Williams, Supervisor Hart, Supervisor Hartmann, Supervisor Adam, and Supervisor Lavagnino

BEHAVIORAL WELLNESS

File Reference No. 20-00472

**RE:** Consider recommendations regarding a First Amendments to Telecare Corporation and Crestwood Behavioral Health, Inc. for Adult Crisis Residential Mental Health Services Agreements, Fiscal Years (FY) 2018-2020, as follows:

- a) Approve and authorize the Chair to execute a First Amendment to the Agreement for Services of Independent Contractor with Crestwood Behavioral Health, Inc., a Delaware corporation (not a local vendor), for the provision of adult crisis residential mental health services in south Santa Barbara County, to extend the contract through December 31, 2020 and increase the contract amount by \$695,442.00 for the period July 1, 2020 through December 31, 2020, for a total contract amount not to exceed \$2,314,805.00 for the period of May 28, 2019 to December 31, 2020, inclusive of \$228,479.00 for FY 2018-2019, \$1,390,884.00 for FY 2019-2020, and \$695,442.00 for FY 2020-2021;
- b) Approve and authorize the Chair to execute a First Amendment to the Agreement for Services of Independent Contractor with Telecare Corporation, a California Corporation (not a local vendor), for the provision of adult crisis residential mental health services in north Santa Barbara County, to extend the contract through December 31, 2020 and increase the contract amount by \$1,536,683.00 for the period July 1, 2020 through December 31, 2020, for a total contract amount not to exceed \$4,610,825.00 for the period of May 28, 2019 to December 31, 2020, inclusive of \$168,894.00 for FY 2018-2019, \$2,905,248.00 for FY 2019-2020, and \$1,536,683.00 for FY 2020-2021;
- c) Delegate to the Director of Behavioral Wellness or designee the authority to reallocate funds between funding sources at her discretion during the term of the agreement without altering the Maximum Contract Amount; adjust or waive the County Maximum Allowable rate based on operating needs; amend the program goals, outcomes, and measures in Exhibit E of the agreement; or make immaterial changes to the agreement, all without requiring a formal amendment, subject to the Board's ability to rescind this delegated authority at any time; and
- d) Determine that these activities are exempt from California Environmental Quality Act (CEQA) review per CEQA Guidelines Section 15378(b)(4) since the recommended actions are governmental fiscal activities which do not involve commitment to any specific project which may result in potentially significant impact on the environment.



# County of Santa Barbara

## BOARD OF SUPERVISORS

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A motion was made by Supervisor Hartmann, seconded by Supervisor Williams, that this matter be acted on as follows:

a) and b) Approved and authorized; Chair to execute; and

c) and d) Approved.

The motion carried by the following vote:

**Ayes:** 5 - Supervisor Williams, Supervisor Hart, Supervisor Hartmann, Supervisor Adam, and Supervisor Lavagnino



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 16, 2020  
Placement: Administrative  
Estimated Time:  
Continued Item: No  
If Yes, date from:  
Vote Required: Majority

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TO: Board of Supervisors

FROM: Department Alice Gleghorn, Ph.D., Director  
Director(s) Department of Behavioral Wellness 805-681-5220  
Contact Info: Chris Ribeiro, Chief Financial Officer, 805-681-5220

SUBJECT: **First Amendments to Telecare Corporation and Crestwood Behavioral Health, Inc. FY 18-20 Adult Crisis Residential Mental Health Services Agreements**

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**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 First Amendment to the Agreement for Services of Independent Contractor with **Crestwood Behavioral Health, Inc.**, a Delaware corporation (not a local vendor), for the provision of adult crisis residential mental health services in south Santa Barbara County, to extend the contract through December 31, 2020 and increase the contract amount by \$695,442.00 for the period July 1, 2020 through December 31, 2020, for a total contract amount not to exceed \$2,314,805.00 for the period of May 28, 2019 to December 31, 2020, inclusive of \$228,479.00 for FY 18-19, \$1,390,884.00 for FY 19-20, and \$695,442.00 for FY 20-21;
- B. Approve and authorize the Chair to execute a First Amendment to the Agreement for Services of Independent Contractor with **Telecare Corporation**, a California Corporation (not a local vendor), for the provision of adult crisis residential mental health services in north Santa Barbara County, to extend the contract through December 31, 2020 and increase the contract amount by \$1,536,683.00 for the period July 1, 2020 through December 31, 2020, for a total contract amount not to exceed \$4,610,825.00 for the period of May 28, 2019 to December 31, 2020, inclusive of \$168,894 for FY 18-19, \$2,905,248 for FY 19-20, and \$1,536,683 for FY 20-21;

- C. Delegate to the Director of Behavioral Wellness or designee the authority to reallocate funds between funding sources at her discretion during the term of the agreement without altering the Maximum Contract Amount; adjust or waive the County Maximum Allowable rate based on operating needs; amend the program goals, outcomes, and measures in Exhibit E of the agreement; or make immaterial changes to the agreement, all without requiring a formal amendment, subject to the Board's ability to rescind this delegated authority at any time; and
- D. Determine that these activities are exempt from California Environmental Quality Act review per CEQA Guidelines Section 15378(b)(4) since the recommended actions are governmental fiscal activities which do not involve commitment to any specific project which may result in potentially significant impact on the environment.

**Summary Text:**

These items are on the agenda to request approval to extend the contract end dates with existing crisis residential treatment (CRT) service providers, Crestwood Behavioral Health, Inc. and Telecare Corporation, from June 30, 2020 through December 31, 2020. This extension will allow time to complete a competitive request for proposal (RFP) process for the selection of CRT service providers. Due to the current COVID-19 public health emergency, issuance of the CRT RFP has been delayed. Approval of the recommended contract extensions will allow the time needed for the RFP to be finalized and provide prospective bidders with sufficient time to submit proposals.

**Background:**

A Crisis Residential Treatment (CRT) facility is a safe and therapeutic environment where residents are assisted to stabilize the symptoms of mental illness and co-occurring conditions; gain skills to manage the client's condition more effectively; make progress on the path to personal recovery; and engage community supports that will enable the client to leave the facility, participate fully in necessary follow-up treatment, and improve networks of support for community life; including linkage to community services. Typically, these services are provided to clients upon discharge from a Psychiatric Health Facility (PHF).

On May 1, 2019, Anka Behavioral Health Inc., the County's former CRT provider, unexpectedly filed for bankruptcy and announced on May 8, 2019 that it would no longer provide services to County's clients after May 31, 2019. On May 28, 2019, the Board authorized the Chair to execute agreements with experienced and qualified crisis residential service providers, Crestwood Behavioral Health, Inc. (Crestwood) and Telecare Corporation (Telecare) in order to provide a seamless transition from Anka to the new providers. Contracts were executed with Telecare and Crestwood for the time period May 28, 2019 through June 30, 2020.

Federal law allows for the procurement by noncompetitive proposals when a public exigency or emergency will not permit a delay resulting from competitive selection. (2 CFR 200.320, subdiv. (f).) Behavioral Wellness (BeWell) was in the process of releasing a CRT RFP, but that process has been delayed due to the current COVID-19 public health emergency and BeWell's need to respond to such. The anticipated RFP issue date is now September 2020. Approval of the above amendments will allow BeWell clients to continue to receive necessary adult crisis residential mental health services without a gap in services.

**Performance Outcomes:**

**Crestwood Behavioral Health, Inc.**

After taking over Anka Behavioral Health Inc.’s CRT contract with BWell on May 28, 2019, BWell is satisfied with Crestwood’s performance.

**Telecare Corporation:**

The Telecare Corporation provides an array of mental health services to adults in the Santa Maria area. One of these services is the North County Crisis Residential Treatment (CRT), which provides short-term crisis residential services. This program has a forensic component, and will allow for a longer length of stay (up to 90 days). The second CRT is Agnes Avenue CRT, which is a traditional CRT providing short-term crisis residential services for up to 30 days. Both are recovery-focused, learning environments to improve symptom management, community living and interpersonal skills needed to function well in the community. Below is a summary of the second two quarters of this current FY for each of the programs:

**Carmen Lane Forensic CRT:** During Q2 and Q3, they met and exceeded all goals. During Q3, Carmen Lane CRT maintained 84% bed days during this quarter. This is a small decrease from last quarter. Their collaboration with Justice Alliance, PHF, and CSU helps to ensure they receive consistent and appropriate referrals. During this quarter, Carmen Lane CRT referred 6 clients who were not currently connected to a BeWell MH program to NCCS or Homeless Services for aftercare support which includes housing placement. All other clients were referred to follow up with their current BeWell treatment providers.

**Agnes Ave CRT** opened its doors in Nov, 2019. They have currently met all outcome goals set for them. In Q3, they were able to discharge clients back to the community at a lower level of care at a 96% success rate.

**Fiscal and Facilities Impacts:**

Budgeted: Yes

**Fiscal Analysis:**

<u>Funding Sources</u>	<u>FY 18-19 Cost:</u>	<u>FY 19-20 Cost:</u>	<u>FY 20-21 Cost</u>	<u>FY 18-21 Overall Total</u>
General Fund				
State/Realignment	\$ 198,687	\$ 2,148,066	\$ 1,116,063.00	
Federal	\$ 198,687	\$ 2,148,066	\$ 1,116,063.00	
Fees				
Total	\$ 397,373	\$ 4,296,132	\$ 2,232,126.00	\$ 6,925,631

Narrative: The above-referenced contracts are funded by a combination of State and Federal funds.

**Key Contract Risks:**

As with any contract funded by State and Federal sources, there is a risk of future audit disallowances and repayments. Behavioral Wellness contracts include language requiring contractors to repay any amounts disallowed in audit findings, minimizing financial risks to County.

**Special Instructions:**

Please return one (1) Minute Order to Amber Foschaar at [cfoschaar@sbcbswell.org](mailto:cfoschaar@sbcbswell.org) and to the Contracts Division at [bswellcontractsstaff@co.santa-barbara.ca.us](mailto:bswellcontractsstaff@co.santa-barbara.ca.us).

**Attachments:**

Attachment A: Telecare Corporation FY 18-20 BC AM1

Attachment B: Telecare Corporation FY 18-20 BC 19-219

Attachment C: Crestwood Behavioral Health, Inc. FY 18-20 BC AM1

Attachment D: Crestwood Behavioral Health, Inc. FY 18-20 BC 19-220

**Authored by:**

Melanie Johnson, Amber Foschaar

**FIRST AMENDED AGREEMENT  
FOR SERVICES OF INDEPENDENT CONTRACTOR**

**THIS Amendment to the AGREEMENT** for services of Independent Contractor, referenced as BC 19-219 (hereafter First Amended Agreement ), is made by and between the County of Santa Barbara, Department of Behavioral Wellness (County) and **Telecare Corporation**, a California corporation, with its principle place of business at 1080 Marina Village Parkway, Suite 100, Alameda, CA, wherein Contractor agrees to provide and County agrees to accept the services specified herein.

**WHEREAS**, Contractor represents that it is specially trained, skilled, experienced, and competent to perform the special services required by County and County desires to continue to retain the services of Contractor pursuant to the terms, covenants, and conditions herein set forth;

**WHEREAS**, the County Board of Supervisors authorized the County to enter into a Board Agreement for Services of Independent Contractor, referred to as BC 19-219, on May 28, 2019 for the provision of crisis residential treatment services for a total amount not to exceed \$3,074,142.00 for the period of May 28, 2019 through June 30, 2020;

**WHEREAS**, the County and Contractor wish to enter into a First Amended Agreement to increase the amount of the Agreement by \$1,536,683.00 for FY 20-21 and extend the term of the Agreement to December 31, 2020, for a new contract maximum amount not to exceed \$4,610,825.00, inclusive of \$168,894.00 for FY 18-19, \$2,905,248.00 for FY 19-20, and \$1,536,683.00 for FY 20-21;

**NOW, THEREFORE**, in consideration of the mutual covenants and conditions contained herein, the parties agree as follows:

**I. Delete Agreement, Section 4 (Term) and replace with the following:**

**1. TERM.**

Contractor shall commence performance on **5/28/2019** and end performance upon completion, but no later than **12/31/2020** unless otherwise directed by County or unless earlier terminated.

**II. Delete Section II (Maximum Contract Amount) of Exhibit B (Financial Provisions MHS and replace with the following:**


The Maximum Contract Amount of this Agreement shall not exceed \$4,610,825.00 inclusive of \$168,894.00 for FY 18-19, \$2,905,248.00 for FY 19-20, and \$1,536,683.00 for FY 20-21, which shall consist of County, State, and/or Federal funds as shown in Exhibit B-1–MH and subject to the provisions in Section I (Payment for Services). Notwithstanding any other provision of this Agreement, in no event shall County pay Contractor more than this Maximum Contract Amount for Contractor’s performance hereunder without a properly executed amendment.

**III. Delete Subsection A.3 (Pre-Audit Costs Settlement) of Section VIII (Pre-Audit Cost Report Settlements) of Exhibit B (Financial Provisions) and replace with the following:**

3. The County Maximum Allowable rate, unless Director or designee approves in writing in the year end cost settlement, that use of the County Maximum Allowable rate was waived for settlement purposes.



IV. Add the following Exhibit B-1 MHS (Schedule of Rates and Contract Maximum)FY 20-21 to the Agreement:

EXHIBIT B-1 MH DEPARTMENT OF BEHAVIORAL WELLNESS SCHEDULE OF RATES AND CONTRACT MAXIMUM							
CONTRACTOR NAME:		Telecare Corporation				FISCAL YEAR:	FY 20-21
<b>Contracted Services (1)</b>	<b>Service Type</b>	<b>Mode</b>	<b>Service Description</b>	<b>Unit of Service</b>	<b>Service Function Code</b>	<b>County Maximum Allowable Rate**</b>	
Medi-Cal Billable Services	24-Hour	05	Adult Crisis Residential	Bed Day	40	\$440.63	
	Outpatient Services	15	Targeted Case Management	Minutes	01	\$2.58	
Non - Medi-Cal Billable Services	Support Services	60	Life Support: Board and Care	N/A	40	Actual Cost	
<b>PROGRAM</b>							
	<b>Crisis Residential North</b>	<b>Agnes Avenue CRT</b>				<b>TOTAL</b>	
GROSS COST:	\$ 773,364	\$ 763,319				\$1,536,683	
CONTRACTOR:							
PATIENT FEES						\$ -	
CONTRIBUTIONS						\$ -	
OTHER (LIST):						\$ -	
TOTAL CONTRACTOR REVENUES	\$ -					\$0	
<b>MAXIMUM CONTRACT AMOUNT PAYABLE:</b>	<b>\$ 773,364</b>	<b>\$ 763,319</b>				<b>\$ 1,536,683</b>	
<b>SOURCES OF FUNDING FOR MAXIMUM CONTRACT AMOUNT (2)</b>							
MEDI-CAL (3)	\$ 386,682	\$ 381,660				\$ 768,341	
NON-MEDI-CAL	\$ 38,668	\$ 38,165				\$ 76,833	
SUBSIDY	\$ 348,014	\$ 343,494				\$ 691,507	
OTHER (LIST):						\$ -	
<b>TOTAL (SOURCES OF FUNDING) (3)</b>	<b>\$ 773,364</b>	<b>\$ 763,319</b>				<b>\$ 1,536,683</b>	
CONTRACTOR SIGNATURE:							
FISCAL SERVICES SIGNATURE:							
<p>(1) Additional services may be provided if authorized by Director or designee in writing.</p> <p>(2) The Director or designee may reallocate between funding sources at his/her discretion during the term of the contract, including to utilize and maximize any additional funding or FFP provided by local, State, or Federal law, regulation, policy, procedure, or program. The Director or designee also reserves the right to reallocate between funding sources in the year end cost settlement. Reallocation of funding sources does not alter the Maximum Contract Amount and does not require an amendment to the contract.</p> <p>(3) Source of Medi-Cal match is State and Local Funds including but not limited to Realignment, MHSA, General Fund, Grants, Other Departmental and SB 163.</p> <p>* MHS Assessment and MHS Therapy services may only be provided by licensed, registered or waived Mental Health clinicians, or graduate student interns under direct supervision of a licensed, registered or waived Mental Health clinician.</p> <p>**Director or designee may increase or remove the CMA based on operating needs. Modifications to the CMA do not alter the Maximum Contract Amount and do not require an amendment to the contract.</p>							

V. Add the following Exhibit B-2 Contractor Budget by Program to the Agreement:

**Department of Behavioral Wellness Contract Budget Packet  
Entity Budget By Program**

AGENCY NAME: TELECARE CORPORATION

COUNTY FISCAL YEAR: JULY TO DECEMBER 2020

**Gray Shaded cells contain formulas, do not overwrite**

LINE #	COLUMN #	1	3	4	5
		I. REVENUE SOURCES:	COUNTY BEHAVIORAL WELLNESS PROGRAMS TOTALS	CRISIS RESIDENTIAL NORTH (CARMEN LANE)	AGNES AVENUE CRT
1		Behavioral Wellness Funding	\$ 1,536,683	\$ 773,364	\$ 763,319
2		Total Other Revenue	\$ 1,536,683	\$ 773,364	\$ 763,319
I.B Client and Third Party Revenues:					
3		Client Fees	-		
4		SSI	-		
5		Total Client and Third Party Revenues	\$ -	\$ -	\$ -
6		GROSS PROGRAM REVENUE BUDGET	\$ 1,536,683	\$ 773,364	\$ 763,319

		III. DIRECT COSTS	COUNTY BEHAVIORAL WELLNESS PROGRAMS TOTALS	CRISIS RESIDENTIAL NORTH (CARMEN LANE)	AGNES AVENUE CRT
III.A. Salaries and Benefits Object Level					
7		Salaries (Complete Staffing Schedule)	\$ 823,088	\$ 411,545	\$ 411,544
8		Employee Benefits	\$ 158,449	\$ 79,226	\$ 79,222
9		Payroll Taxes	\$ 72,016	\$ 36,006	\$ 36,010
10		Board and Care Wages (Reclass to Client Expense)	\$ (184,720)	\$ (92,360)	\$ (92,360)
11		Salaries and Benefits Subtotal	\$ 868,833	\$ 434,417	\$ 434,416



	III.B Services and Supplies Object Level			
12	Community/Clinical	\$ 4,668	\$ 1,273	\$ 3,395
13	Physical Plant	\$ 8,876	\$ 4,783	\$ 4,094
14	Dietary	\$ 33,728	\$ 17,108	\$ 16,620
15	Administration	\$ 109,808	\$ 56,809	\$ 52,999
16	Medical Records	\$ 399	\$ 163	\$ 236
17	Depreciation	\$ 13,020	\$ 7,415	\$ 5,605
18	Building Lease	\$ 104,000	\$ 54,000	\$ 50,000
19	Other Property	\$ 4,917	\$ 2,524	\$ 2,394
20	Ancillary	\$ 1,276	\$ 638	\$ 638
21	Board and Care Portion (Reclass to Client Expense)	\$ (102,163)	\$ (53,579)	\$ (48,584)
22	Services and Supplies Subtotal	\$ 178,530	\$ 91,134	\$ 87,396
	III.C. Client Expense Object Level Total (Not Medi-Cal Reimbursable)	\$ 288,883	\$ 146,939	\$ 141,944
23	Client expenses	\$ 2,000	\$ 1,000	\$ 1,000
24	Board and Care*	\$ 286,883	\$ 145,939	\$ 140,944
25	SUBTOTAL DIRECT COSTS	\$ 1,336,246	\$ 672,490	\$ 663,756
	IV. INDIRECT COSTS			
26	Administrative Indirect Costs (Reimbursement limited to 15%)	\$ 200,437	\$ 100,874	\$ 99,563
27	GROSS DIRECT AND INDIRECT COSTS	\$ 1,536,683	\$ 773,364	\$ 763,319


VI. All other terms shall remain in full force and effect.

**SIGNATURE PAGE**

First Amendment to Agreement for Services of Independent Contractor between the **County of Santa Barbara** and **Telecare Corporation**.

**IN WITNESS WHEREOF**, the parties have executed this Agreement to be effective on the date executed by COUNTY.

**COUNTY OF SANTA BARBARA:**

By:   
GREGG HART, CHAIR  
BOARD OF SUPERVISORS

Date: 6-16-20

**ATTEST:**

MONA MIYASATO  
COUNTY EXECUTIVE OFFICER  
CLERK OF THE BOARD

  
Deputy Clerk

Date: 6-16-20

**CONTRACTOR:**

TELECARE CORPORATION

By: \_\_\_\_\_  
Authorized Representative

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**APPROVED AS TO FORM:**

MICHAEL C. GHIZZONI  
COUNTY COUNSEL

By: \_\_\_\_\_  
Deputy County Counsel

**APPROVED AS TO ACCOUNTING FORM:**

BETSY M. SCHAFFER, CPA  
AUDITOR-CONTROLLER

By: \_\_\_\_\_  
Deputy

**RECOMMENDED FOR APPROVAL:**

ALICE GLEGHORN, PH.D., DIRECTOR  
DEPARTMENT OF BEHAVIORAL  
WELLNESS

By:   
Director

**APPROVED AS TO INSURANCE FORM:**

RAY AROMATORIO, RISK MANAGER  
RISK MANAGEMENT

By: \_\_\_\_\_  
Risk Management

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**COUNTY OF SANTA BARBARA:**

By: \_\_\_\_\_  
GREGG HART, CHAIR  
BOARD OF SUPERVISORS

Date: \_\_\_\_\_

**ATTEST:**

MONA MIYASATO  
COUNTY EXECUTIVE OFFICER  
CLERK OF THE BOARD

\_\_\_\_\_  
Deputy Clerk

Date: \_\_\_\_\_

**CONTRACTOR:**

TELECARE CORPORATION

By: \_\_\_\_\_  
Authorized Representative

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**APPROVED AS TO FORM:**

MICHAEL C. GHIZZONI  
COUNTY COUNSEL

By:  \_\_\_\_\_  
Teresa M. Maguire, Jun 5, 2020 09:08 PDT  
Deputy County Counsel

**APPROVED AS TO ACCOUNTING FORM:**

BETSY M. SCHAFFER, CPA  
AUDITOR-CONTROLLER

By:  \_\_\_\_\_  
Deputy

**RECOMMENDED FOR APPROVAL:**

ALICE GLEGHORN, PH.D., DIRECTOR  
DEPARTMENT OF BEHAVIORAL  
WELLNESS

By: \_\_\_\_\_  
Director

**APPROVED AS TO INSURANCE FORM:**

RAY AROMATORIO, RISK MANAGER  
RISK MANAGEMENT

By:  \_\_\_\_\_  
Risk Management

**SIGNATURE PAGE**

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**COUNTY OF SANTA BARBARA:**

By: \_\_\_\_\_  
GREGG HART, CHAIR  
BOARD OF SUPERVISORS

Date: \_\_\_\_\_

**ATTEST:**

MONA MIYASATO  
COUNTY EXECUTIVE OFFICER  
CLERK OF THE BOARD

\_\_\_\_\_  
Deputy Clerk

Date: \_\_\_\_\_

**CONTRACTOR:**

TELECARE CORPORATION

By: Faith Richie  
Authorized Representative

Name: Faith Richie

Title: Senior VP for Development

Date: 6-2-20

**APPROVED AS TO FORM:**

MICHAEL C. GHIZZONI  
COUNTY COUNSEL

By: \_\_\_\_\_  
Deputy County Counsel

**APPROVED AS TO ACCOUNTING FORM:**

BETSY M. SCHAFFER, CPA  
AUDITOR-CONTROLLER

By: \_\_\_\_\_  
Deputy

**RECOMMENDED FOR APPROVAL:**

ALICE GLEGHORN, PH.D., DIRECTOR  
DEPARTMENT OF BEHAVIORAL  
WELLNESS

By: \_\_\_\_\_  
Director

**APPROVED AS TO INSURANCE FORM:**

RAY AROMATORIO, RISK MANAGER  
RISK MANAGEMENT

By: \_\_\_\_\_  
Risk Management