



**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: March 11, 2025
Placement: Administrative Agenda
Estimated Time:
Continued Item: No
If Yes, date from:
Vote Required: Majority

DS
AN

TO: Board of Supervisors

FROM: Department Director(s): Antonette Navarro, LMFT, Director, Behavioral Wellness

Contact Info: Laura Zeitz, RN, Assistant Director, Behavioral
Wellness, (805) 681-5220

Chris Ribeiro, Chief Financial & Administrative Officer,
Behavioral Wellness, (805) 681-5220

**SUBJECT: Mental Health Mobile Crisis Services Revenue Agreement – City of Santa Barbara,
FY 2024-26**

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, ratify, and authorize the Chair to execute a revenue Agreement for Behavioral Health Mobile Crisis Services with the **City of Santa Barbara** (Agreement) for the period of July 1, 2024 through June 30, 2026, in the anticipated revenue amount of **\$278,111**, inclusive of \$138,080 for FY 2024-25, and \$140,031 for FY 2025-26.
- b) Approve and authorize the Director of the Department of Behavioral Wellness, or designee, to make immaterial changes to the Agreement per Section 27; and, to amend or modify the Agreement rates per the Exhibit B-1, all without altering the maximum contract amount and without requiring additional approval of the Board of Supervisors', subject to the Board of Supervisors' ability to rescind this delegated authority at any time; 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:

This item is on the agenda to request the Board of Supervisors (Board) to execute an Agreement for Behavioral Health Mobile Crisis Services with the **City of Santa Barbara** (Attachment A) for the terms of July 1, 2024 through June 30, 2026, for an anticipated revenue amount of **\$278,111**, inclusive of \$138,080 for FY 2024-25, and \$140,031 for FY 2025-26. 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 offset the total costs associated with providing mobile crisis services and ensure continuity of care. This agreement differs from the executed City Mobile Crisis Revenue Agreement FY 2024-27 Template (Attachment B) (applicable to cities Buellton, Carpinteria, Guadalupe, Lompoc, Santa Maria, and Solvang), approved by the Board of Supervisors on June 25, 2024, to include language for the additional of two (2) co-response clinicians funded by the City of Santa Barbara.

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 amount was calculated using the City of Santa Barbara'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 City of Santa Barbara has 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 integrates the Santa Barbara Police Department Co-Response Team to work together with the County Behavioral Wellness Mobile Crisis Response Team. The Statement of Work provides a detailed list of procedures that the City of Santa Barbara Police Department must follow per their agency.

On June 25, 2024, the Board of Supervisors approved and authorized the Director of Behavioral Wellness to execute a revenue agreement with the City of Santa Barbara that included an Exhibit A-1 different from the revenue template that was approved the same day. The City of Santa Barbara and BWell did not execute that agreement from June 2024. Instead, the City and BWell have continued to negotiate the terms of the Agreement that now includes two (2) co-response clinicians with additional funding from the City of Santa Barbara. The City of Santa Barbara currently pays BWell on an annual basis for Mental Health Mobile Crisis Services. If approved, the City of Santa Barbara will provide additional funding in the amount of \$60,000 (included in the totally amount of \$278,111) to assist with offset the costs of two (2) co-response clinicians. BWell will continue to use Mental Health Services Act (MHSA) Community Services & Support (CSS) Non-Full-Service Partnership (FSP) funding to offset the costs. BWell has provided the City of Santa Barbara with one (1) co-response clinician for the last four years. As of July 1, an additional co-response clinician will be provided to the City of Santa Barbara from BWell. The City of Santa Barbara will provide the first annual installment of funding for co-response services to BWell upon the execution of this renewal revenue Agreement.

This action is being brought to the Board of Supervisors to execute a revenue Agreement for Behavioral Health Mobile Crisis Services with the City of Santa Barbara to cover services provided

from July 1, 2024 through June 30, 2026, reflecting the increased number of Full Time Employee (FTE) co-response clinicians from one (1) to two (2) clinicians for an anticipated revenue of **\$278,111**, for the period of July 1, 2024 through June 30, 2026, inclusive of \$138,080 for FY 2024-25 and \$140,031 for FY 2025-26.

Performance Measure:

The FY 2024-26 Agreement contains 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 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.

Contract Renewals:

Key contractual risks for the County are that City of Santa Barbara may not have the budget available to pay for these services. To reduce the risk of lack of funding, the City of Santa Barbara and the County have agreed to reduce the terms of the Agreement from three (3) years to two (2) years.

Fiscal and Facilities Impacts:

Budgeted: Yes

Fiscal Analysis:

Funding Source	FY 2024-25	FY 2025-26	Total
General Fund	\$ 0	\$ 0	\$ 0
City of Santa Barbara	\$ 138,080	\$ 140,031	\$ 278,111
MHSA CSS (Non FSP)	\$ 94,330	\$ 130,037	\$ 224,367
Total	\$ 232,410	\$ 270,068	\$ 502,478

BWell has budgeted funds to cover the difference of cost between revenue and costs for the services provided using MHSA CSS (Non FSP) funds to ensure sustainability of these programs. The anticipated two-year cost for two (2) BWell FTE co-response clinicians is \$502,478 (\$232,410 for FY 2024-25 and \$270,068 for FY 2025-26), with the City of Santa Barbara funding a total of \$278,111 (inclusive of \$138,080 for FY 2024-25 and \$140,031 for FY 2025-26) and BWell using MHSA CSS (Non FSP) funds in the amount of \$224,367 (inclusive of \$94,330 for FY 2024-25 and \$130,037 for FY 2025-26). No General Fund revenues support this program.

There is minimal billing made to Medi-Cal due to the nature of crisis services, specifically Co-Response, mainly through crisis evaluation and follow up visits. Additionally, many individuals do not consent to treatment during outreach and engagement, or have private insurance in addition to Medi-Cal benefits.

Staffing Impacts:

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There are no staffing impacts as a result of this Agreement. No salary resolution is needed as both FTE co-response clinician positions are already filled through BWell.

Special Instructions:

Please email one (1) complete Executed copy of the contract and one (1) Minute Order to Sara Hernandez at sahernandez@sbcbswell.org and to bwellcontractsstaff@sbcbswell.org

Attachments:

Attachment A – City of Santa Barbara Mental Health Mobile Crisis Services Revenue Agreement FY 2024-26

Attachment B – City Mobile Crisis Services Revenue Agreement FY 2024-27 Template, Executed

Attachment C – City of Santa Barbara Mental Health Mobile Crisis Services Revenue Agreement FY 2021-24, Executed

Authored by:

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