



**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: County Executive Office /
County Health Department
Department No.: 012 / 041
Agenda Date: June 9, 2026
Placement: Administrative Agenda
Estimated Time: N/A
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors
FROM: Department Directors: Mona Miyasato, County Executive Officer
Mouhanad Hammami, County Health Department
Contact Info: Tanja Heitman, Assistant CEO
Lindsay Walter, Deputy Director for Clinical Services
SUBJECT: Serrano Advisors LLC Agreement for CalAIM Justice-Involved Consulting Services for FY 2026-28

DocuSigned by:
Mona Miyasato
41846F5C725B460...

Signed by:
Mouhanad Hammami
CD0E0674C89245C...

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 an agreement for Services of Independent Contractor with Serrano Advisors, LLC for consulting services related to implementation of the California Advancing and Innovating Medi-Cal (CalAIM) Justice-Involved Initiative, for a period of performance from July 1, 2026 through June 30, 2028. This agreement includes a total maximum contract amount not to exceed \$315,000; and
- b) Determine that the above-recommended action is not a project that is subject to environmental review under the California Environmental Quality Act (CEQA), pursuant to CEQA Guidelines section 15378(b)(4), finding that the action is a governmental funding mechanism and/or fiscal activity that will not result in direct or indirect physical changes in the environment.

Summary Text:

This item is on the agenda for the Board of Supervisors to approve and authorize the Chair to execute an agreement with Serrano Advisors, LLC (Serrano) for the period of July 1, 2026 to June 30, 2028, for up to \$315,000. Serrano will provide consulting services and support to continue implementation of the California Advancing and Innovating Medi-Cal (CalAIM) Justice-Involved (JI) Initiative across County departments and is funded by State grants intended for this effort. Serrano has supported the County with CalAIM-JI implementation since July 1, 2024 through a previous agreement.

This agreement ensures timely and appropriate implementation of the CalAIM-JI initiative in the County's correctional facilities and includes the following activities: policy interpretation, regulatory compliance, programmatic design services, and configuration and implementation of Medi-Cal billing. Serrano will also assist the County as the Juvenile Justice Center and county jails go-live with CalAIM, as well as post go-live supportive services related to reentry programming and reporting. This effort is being led by the County Executive Office in coordination with County Health.

Discussion:

The County must implement the CalAIM-JI initiative in its correctional facilities by October 2026. On January 13, 2025, your Board appointed the County Health Department (CHD) to lead implementation, oversight, and reporting for this initiative. Implementation costs, including the proposed Serrano agreement presently before your Board, are funded with State Providing Access and Transferring Health (PATH) 3 grant funds awarded by the Department of Health Care Services (DHCS) to the Sheriff's Office and Probation.

This is the second agreement with Serrano Advisors for this purpose, the first was approved in May 2025, spanning FY 2024-25 through FY 2025-26. Through the agreement before your Board, Serrano would provide consultation services and ongoing technical assistance to the County for CalAIM-JI implementation with deliverables that build on progress made previously. This agreement includes four (4) focus areas, including:

1. Medi-Cal Billing and Revenue Cycle Management;
2. CalAIM Regulatory Compliance and Reporting;
3. General Advice and Technical Assistance Related to the CalAIM-JI Program; and
4. Guidance and Analysis of Jail Population Management Strategies.

Successful implementation of CalAIM-JI will support the County to improve health outcomes and reduce health disparities for the JI population and ensure the County is able to appropriately and effectively bill Medi-Cal under the Fee-for-Service (FFS) program.

Background:

In California, an estimated 400,000 individuals are released from correctional facilities each year. Justice-Involved individuals—people who are now, or have previously spent time, in jails, youth correctional facilities, or prisons—are at higher risk for poor health outcomes, injury, and death than the general public. They face disproportionate risks of trauma, violence, overdose, and suicide. Of these individuals, an estimated 80-90 percent are eligible for Medi-Cal. CalAIM leverages Medi-Cal as a tool to help address many of the complex challenges facing our most vulnerable residents, such as homelessness, behavioral health care access, children with complex medical conditions, the JI population with significant clinical needs, and the growing aging population. DHCS developed a framework that encompasses a broad-based service delivery system, and payment reform across the

Medi-Cal program, specific to the JI population as they prepare to re-enter their community, referred to as CalAIM-JI.

CalAIM-JI allows eligible Californians who are incarcerated to enroll in Medi-Cal and receive a targeted set of services in the 90 days before their release as well as warm handoffs to Enhanced Care Management (ECM) providers, including CHD, and Behavioral Health Linkages with Behavioral Wellness (BWell), when returning to the community. This initiative aims to ensure continuity of health care coverage and services between the time individuals are incarcerated and when they are released. It also provides people who are reentering the community with prescribed medications and any durable medical equipment they need, as well as access to programs and services to support this important transition.

Under the CalAIM JI initiative, correctional facilities and community-based providers will be able to bill Medi-Cal under the FFS program for the delivery of a limited set of services while individuals are incarcerated. This will create revenue for the County's jails and the Juvenile Justice Center. Managed Care and Specialty Mental Health billing is initiated 90 days pre-release in coordination with CenCal Health and BWell, however some services, such as Medi-Cal eligibility determinations, can begin at intake. DHCS will pay for all pre-release services under Medi-Cal FFS directly to the Sheriff's Office and Probation. Claims will be submitted through normal processes for medical services including care management, clinical consultations, laboratory, and radiology, and Medi-Cal Rx for pharmacy services.

Scott Coffin President of Serrano Advisors, LLC, has supported the County in the design and implementation of the CalAIM-JI initiative since 2024. He is a health care leader with over 29 years of experience serving in executive leadership and consulting roles. His specialty areas include Medicaid reimbursements for pre-release services, behavioral health billing for pre-release and post-release services, and regulatory compliance. Clients of Serrano Advisors include a range of managed care organizations and other county agencies administering Medicaid/Medi-Cal services to underserved populations. Serrano Advisors provides essential expertise to navigate the complex regulatory and operational framework of the CalAIM-JI Initiative. Successful implementation of the CalAIM-JI Initiative equips the County to reduce gaps in care for the JI population, improve connections between pre-release and community-based services, improve physical and mental health outcomes, reduce unnecessary burdens on safety-net programs, and effectively recoup costs for services through Medi-Cal.

Contract Renewals:

The County has an existing contract with Serrano Advisors that will end on June 30, 2026. That agreement was established as Purchase Order (PO) CN8777 for \$199,000, effective through June 30, 2025. The PO was transitioned to an Agreement for Services with Independent Contractor on May 6, 2025 due to ongoing need for support. The 2025 agreement extended the term by one year and increased the maximum payable amount to \$552,000. In the 2025 agreement, Serrano provided ongoing support for implementation in the following areas: PATH 3 Planning and Implementation Readiness Plan and submission to DHCS, input and selection of Medi-Cal billing and electronic health record solutions, data sharing agreements with the Managed Care Plan (CenCal Health) and County partners, and constructed a fiscal pro-forma to estimate revenues and expenditures associated with this program.

Serrano has continued to meet pre-identified milestones and deliverables, as outlined in that agreement. Serrano continues to provide high-level expertise to support advancement of the CalAIM-JI initiative and is expected to do so in the upcoming year through the agreement presently before the Board.

Performance Measure:

There are ten (10) deliverables in this agreement, including:

1. Preparation and ongoing support related to development of PATH 3 and PATH 4 reports.
2. Development of the Medi-Cal Billing Guide for the Sheriff’s Office and Probation Department (pre-release services).
3. Development of a go-live readiness assessment prior to launching pre-release services in the Santa Barbara County North Branch Jail and South Branch Jail facilities.
4. Development of a post go-live assessment within 60-90 days of launching pre-release services in the Santa Barbara County Juvenile Detention Facility.
5. Development of the Medi-Cal billing guide for Behavioral Health (pre-release and post-release services).
6. Assistance with pharmacy billing and best practices as well as ongoing billing support and technical assistance to ensure full recoupment of Medi-Cal funds.
7. Development of a post go-live assessment within 60-90 days of launching pre-release services in the County Jails.
8. Development of the CalAIM JI reporting standards and performance metrics for Santa Barbara County Executive Office, including the County Jails and Juvenile Detention Facilities.
9. Guidance and technical assistance related to establishing any necessary CalAIM-related Memorandums of Understanding.
10. Technical Assistance related to the tasks, activities, and deliverables, as described, including but not limited to the Medi-Cal billing and revenue cycle, CalAIM compliance and reporting, DHCS process guidance, and the CalAIM-JI program, generally.

Fiscal and Facilities Impacts:

This contract is funded with State PATH 3 Grant funding, which was awarded to the Sheriff’s Office and Probation, for all activities related to CalAIM-JI implementation. The funding will be included in the FY 2026-27 budget, subject to Board approval, and will be included in the subsequent year’s Recommended Budgets.

Fiscal Analysis:

Funding Source	FY 2026-27	FY 2027-28	Total
General Fund			
State: PATH 3 Grant	\$180,000	\$135,000	\$315,000
Fees			
Total	\$180,000	\$135,000	\$315,000

Special Instructions:

Clerk of the Board, please email a complete, executed copy of the above contract and a copy of the Minute Order to Neftali Miller-Rubio, nmrubio@countyofsb.org.

Attachments:

Attachment A – Board-Contract – Serrano Advisors, LLC CalAIM-JI (signature required)

Contact Information:

Neftali Miller-Rubio
CEO Principal Analyst, HHS
Nmrubio@countyofsb.org