



**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 Health
Department No.: 041
Agenda Date: September 23, 2025
Placement: Administrative Agenda
Estimated Time:
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors
FROM: Department Director: Mouhanad Hammami, County Health
Contact: Gus Mejia, Chief Financial Officer
SUBJECT: Agreement with Sensibill Services, Inc. for CalAIM Justice Involved Medi-Cal billing

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 the professional services Agreement with Sensibill Services, Inc. ("Sensibill") to provide third party Medi-Cal billing services of CalAIM Justice Involved (JI) for the period of October 1, 2025 to September 30, 2027 with a total maximum contract amount not to exceed \$540,000 (Attachment A);
- b) Approve and authorize the County Health Director to execute any future amendments to the Agreement that involve changes to the Scope of Work, provided that the amendment does not exceed ten percent (10%) (\$54,000) of the total agreement amount, upon review and concurrence by the Auditor Controller's Office, Risk Management, and County Counsel's Office, subject to the Board's ability to rescind this delegated authority at any time; and
- c) Determine that the recommended actions are not a "Project" within the meaning of the California Environmental Quality Act (CEQA) and are exempt per CEQA Guidelines section 15378(b)(5), because the recommended actions consist of organizational or administrative activities of governments that will not result in direct or indirect physical changes to the environment.

Summary Text:

This item is on the agenda for approval and authorization of the Agreement with Sensibill to provide third party Medi-Cal billing services for CalAIM JI services performed in the Santa Barbara County jails and Probation Department's youth correctional facility. This contract is funded by Providing Access and Transforming Health (PATH) Justice Involved (JI) round 3 grant funds which support investments in personnel, capacity, and/or information technology systems that are needed for collaborative planning and implementation to effectuate pre-release service processes which includes third party billing services.

Discussion:

The County Health Department updated your Board on February 25, 2025, in its lead role in implementation, oversight, and reporting for CalAIM JI. The Sheriff and Probation departments must demonstrate the ability to meet all California Health and Human Services (CalHHS) and Department of Health Care Services (DHCS) requirements for billing Medi-Cal for CalAIM JI services. The Health Department is now returning to the Board with an agreement with Sensibill to provide needed third party Medi-Cal billing services.

SensiBill's responsibilities include billing on behalf of Sheriff and Probation departments for services provided in their facilities by Wellpath and Behavioral Health Providers. Additionally, Sensibill will ensure documentation and charges meet the criteria for CalAIM JI billing. SensiBill will also work with providers to improve their understanding and the documentation required for CalAIM JI billing, and SensiBill will handle denials, appeals, and any issues on behalf of county departments.

The decision to contract for these services was made since Wellpath's CorEMR product does not have the capability to bill DHCS and SensiBill will use their billing software to bill MediCal on the County's behalf. The Sheriff and Probation departments do not have expertise in billing for services. CalAIM JI billing represents a completely new methodology for billing and includes necessary reporting to allow the County to track encounters, monitor revenue cycles, and identify opportunities for improved billing. Reports will also be used to communicate with partner agencies and the Board of Supervisors. SensiBill is a cost-effective solution that allows the County to ramp up operations within the CalAIM JI timeframes.

The costs are funded with State PATH JI 3 grant funds awarded by California Department of Health Care Services (DHCS) to Santa Barbara Sheriff Office (SBSO) and Probation which require preparation for their CalAIM pre-release services go-live timelines. Probation anticipates starting service on April 1, 2026 and SBSO anticipates starting service on October 1, 2026.

Background:

DHCS has developed a framework that encompasses broad-based delivery system, program, and payment reform across the Medi-Cal program, called CalAIM. CalAIM leverages Medicaid 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 growing number of justice-involved populations who have significant clinical needs, and the growing aging population.

CalAIM is designed to implement broad delivery system and payment reform across Medi-Cal and addresses the social determinants of health and health care inequities through Medi-Cal. On January 26, 2023, California became the first state in the nation approved to offer a targeted set of Medicaid services to youth and eligible adults in state prisons, county jails, and youth correctional facilities for up to 90 days prior to release. The CalAIM JI Initiative 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 and warm handoffs to Enhanced Care Management providers, including County Health, and Behavioral Linkages with Behavioral Wellness (BWell), when going back into the community. This initiative aims to ensure continuity of health care coverage and services between the time they are incarcerated and when they are released. It also provides people who are reentering the community with the prescribed medications and durable medical equipment they need.

Fiscal and Facilities Impacts:

Budgeted: Yes

Fiscal Analysis:

Funding Source	FY 2025-26	FY 2026-27	FY 2027-28	Total
General Fund				
State	\$135,000	\$300,000	\$105,000	\$540,000
Federal				
Total				\$540,000

Authorizing the Chair to execute the Agreement with Sensibill to provide third party Medi-Cal billing services of CalAIM JI for the period of October 1, 2025 to September 30, 2027 with an amount not to exceed \$540,000. These contractual services are funded by the State PATH JI 3 grant funds awarded by DHCS to Sheriff and Probation which require preparation for their CalAIM pre-release services go-live timelines. The FY 2025-26 amount of \$135,000 has been included in the Health Department's budget as a result of the budget revision approved by your Board on August 26. The FY 2026-27 \$300,000 and FY 2027-28 \$105,000 amounts will be included in the recommended Health Department's budget in each respective year. The variation in estimated costs for each year is based on an initial flat rate of \$15,000 per month while the County and Sensibill ramp up services to meet Probation and Sheriff departments implementations and then followed by a percentage of claims billed starting in November 2026.

Special Instructions:

Please execute two original Standard Agreements and return one original Standard Agreement and one Certified Minute Order to County Health Contracts Unit. Please email phdcu@sbcphd.org when available for pickup.

Attachments:

Attachment A – Agreement with Sensibill Services, Inc.

Contact Information:

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