




**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: June 23, 2026
Placement: Administrative Agenda
Estimated Time:
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors
FROM: Department Director(s): Antonette Navarro, LMFT, Director 
Department of Behavioral Wellness
Contact: Katie Cohen, Psy.D., LMFT, Assistant Director of
Clinical Operations, Department of Behavioral Wellness
SUBJECT: Services Agreement with CALM, Inc. for Mental Health Services for Fiscal Year 2026-2027

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 **CALM, Inc.** (a local vendor) for the provision of mental health services to children and youth for a total maximum contract amount not to exceed **\$3,012,380** for the period of July 1, 2026, through June 30, 2027;
- b) Delegate to the Director of the Department of Behavioral Wellness or designee the authority to (i) make immaterial changes to the Agreement per Section 25 of the Agreement; (ii) authorize the Contractor to provide additional services per Section 4 of Exhibits A-4, A-5 and A-6 MHS of the Agreement; (iii) make changes to the staffing requirements per Section 14 of Exhibits A-4, A-5 and A-6 MHS of the agreement; (iv) amend the program goals, outcomes and measures per Section 15 of Exhibits A-4, A-5 and A-6 MHS of the Agreement and per subsection 5.B.4 of Section III of Exhibit AA ADP/MHS General Provisions of the Agreement; (v) suspend, delay, or interrupt services under the Agreement for convenience per subsection 1.F. of Section I of Exhibit AA ADP/MHS General Provisions of the Agreement; (vi) reallocate funds between funding sources per subsection D.1 of Section 1 of Exhibit B ADP/MHS General Financial Provisions of the Agreement; (vii) incorporate new codes and make fee-for-service

rate changes to Exhibit B-1 and B-3 MHS per subsection B.2. of Section 3 of Exhibit B ADP/MHS General Financial Provisions of the Agreement; (viii) make rate changes to or otherwise update Exhibit B-1 and B-3 MHS for multi-year contracts annually per subsection B.3. of Section 3 of Exhibit B ADP/MHS General Financial Provisions of the Agreement; (ix) approve funding that cannot be moved between programs by Contractor and reserve the right to reallocate between programs in the year-end settlement per Section 6.A. of Exhibit B ADP/MHS General Financial Provisions of the Agreement; (x) withhold payment for non-submission of service data and other information per subsection 7.D. of Exhibit B ADP/MHS General Financial Provisions of the Agreement; (xi) deny or withhold payment for unsatisfactory clinical documentation per subsection 7.E. of Exhibit B ADP/MHS General Financial Provisions of the Agreement; all without altering the total maximum contract amount and without requiring the Board of Supervisors' approval of an amendment of the Agreement, subject to the Board of Supervisors' ability to rescind this delegated authority at any time; and

- c) Determine that the above-recommended actions are 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 actions are governmental funding mechanisms and/or fiscal activities that will not result in direct or indirect physical changes in the environment.

Summary Text:

This item is on the agenda to request approval of the renewal service agreement with CALM, Inc. for the continued provision of mandated specialty mental health services to children and youth (aged 21 years and younger), with serious emotional disturbances (SED), and their caregivers. The services provided by CALM, Inc., a local community-based organization (CBO), include community accessible assessments for specialty mental health services, early intervention, and intensive in-home mental health services. The total maximum contract amount is \$3,012,380 for the period of July 1, 2026, through June 30, 2027.

Discussion:

Approval of the recommended actions will allow CALM, Inc. to continue providing specialty mental health services to children and youth with serious emotional disturbances throughout the County of Santa Barbara. CALM, Inc. provides a variety of mental health services to children and youth aged 21 years and younger, including those in the foster system and their families. The mental health services provided include therapy and rehabilitation services.

Background:

BWell provides a continuum of mental health and substance use disorder services to Santa Barbara County residents, in part, through contracted providers including Community-Based Organizations (CBOs). CALM, Inc., a local CBO, provides a variety of mental health services for children and youth from ages 0 to 21 years with serious emotional disturbances including rehabilitation and therapy services.

BWell has contracted with CALM, Inc., since 1999. As a long-standing partner, CALM provides a variety of mental health services for children and youth with serious emotional disturbances, including rehabilitation and therapy services. CALM also provides Intensive-In-Home (IIH) mental health services in home and community settings for child and youth members and their families to improve member and family functioning. CALM, Inc. provides early intervention mental health services to children 0 to 10 years old through Medi-Cal funding, and short-term therapy to child members and their families in an outpatient setting. On July 1, 2025, the Board of Supervisors

approved an agreement with CALM, Inc. to continue provision of these services. BWell now requests the Board of Supervisors' approval of the contract renewal for FY 2026-27.

Performance Measure:

The Agreement with CALM, Inc. has performance measures to monitor program implementation. Program goals, outcomes and measures for each program details the performance expectations of the Contractor including:

- Assisting members in their mental health recovery process and with developing the skills necessary to lead healthy and productive lives in the community.
- Reducing mental health and substance abuse symptoms resulting in reduced utilization of involuntary care.

Performance Outcomes:

In FY 2025-26, each program was evaluated across two domains: Mental Health Symptom Acuity and Stabilization in the Community. The programs performed well across both domains, with good outcomes related to successful avoidance of crisis including inpatient psychiatric hospitalization, incarceration, and crisis intervention.

Managed Care:

FY 2025-26. During the reporting period, Managed Care served an average of 27 members per quarter, with an average of 6 new enrollments per quarter and 7 discharges. The program met 10 of 11 performance metrics (91%) during the reporting period. Overall, the program demonstrated strong performance in successful avoidance of crisis services, stability in housing, and successful discharge status.

- Mental Health Symptom Acuity: The program met 8 out of 9 target goals. Of the members served, 100% successfully avoided crises such as inpatient hospitalization, incarceration, and crisis services. CALM members had Child and Adolescent Needs and Strengths (CANS) assessments, identifying youth and family actionable needs and useful strengths, completed within the timeframe window 86% of the time, compared to the goal of $\geq 95\%$. CANS Improvement in 3+ Domains of functioning (such as risk behaviors, life functioning, an strengths) was met. Pediatric Symptoms Checklist (PSC) Completion goal of $\geq 95\%$ was also met.
- Stabilization in the Community: The program met 2 out of the 2 goals. 100% of members had stable or permanent housing and 86% of discharges were successful. Successful discharge is either completing treatment successfully or transitioning within the continuum of care to the next appropriate level of care.

Medi-Cal Early Childhood Specialty Mental Health Services:

FY 2025-26. During the reporting period, Early Childhood Specialty Mental Health served an average of 196 members per quarter, with an average of 71 new enrollments per quarter and 69 discharges. The program met 9 of 11 performance metrics (82%) during the reporting period. Overall, the program demonstrated strong performance in successful avoidance of crisis services and stability in housing.

- Mental Health Symptom Acuity: The program met 8 out of 9 target goals. Of the members served, 100% successfully avoided crises such as inpatient hospitalization, incarceration, and crisis services. CALM members had CANS assessments completed within the timeframe window 85% of the time, compared to the goal of $\geq 95\%$. CANS Improvement in 3+ Domains exceeded the goal (100%; goal $\geq 50\%$). PSC Completion was 76% compared to the goal of $\geq 95\%$.

- Stabilization in the Community: The program met 1 out of the 2 goals. 100% of members had stable or permanent housing. 69% of discharges were successful compared to a goal of ≥85%. Discharge reason definitions were formally defined in quarter 2 of fiscal year 2025-26. Based on these definitions, BWell is working with the organization to make adjustments to goals as needed.

Intensive In-Home:

FY 2025-26. During the reporting period, Intensive In-Home served an average of 45 members per quarter, with an average of 5 new enrollments per quarter and 5 discharges. The program met 8 of 11 performance metrics (73%) during the reporting period. Overall, the program demonstrated strong performance in successful avoidance of crisis services and stability in housing.

- Mental Health Symptom Acuity: The program met 7 out of 9 target goals. Of the members served, 100% successfully avoided crises such as inpatient hospitalization and crisis services, and less than 5% experienced incarceration (1%). CALM followed up with 100% of members who were discharged from incarceration within 7 days. CALM members had CANS assessments completed within the timeframe window 82% of the time, compared to the goal of ≥95%. CANS Improvement in 3+ Domains was 58% (goal: ≥50%). PSC Completion was 84% compared to the goal of ≥95%.
- Stabilization in the Community: The program met 1 out of the 2 goals. 100% of members had stable or permanent housing. 69% of discharges were successful compared to a goal of ≥85%.

Fiscal and Facilities Impacts:

Budgeted: Yes

The above-referenced agreement is funded with a combination of State and federal funds. Intensive In-Home, Community Based Access and Early Childhood Specialty Mental Health programs are funded with fee-for-service Medi-Cal Patient Revenue, which primarily consists of federal funds, with BHSA and 2011 Realignment providing the local match. The amount of federal funds is contingent on the member’s aid code and the State-issued rate for the service.

There is no additional cost to the General Fund. Funding for this agreement was included in the FY 2026-27 Recommended Budget.

Fiscal Analysis:

Funding Source	FY 2026-2027	Total
State Realignment	\$30,402	\$30,402
Medi-Cal Patient Revenue	\$1,433,156	\$1,433,156
State BHSA	\$28,664	\$28,664
Total	\$3,012,380	\$3,012,380

Special Instructions:

Please email one (1) complete, executed Agreement and one (1) Minute Order to Sara Hernandez at sahernandez@sbcbswell.org and to bwelcontractsstaff@sbcbswell.org

Page 5 of 5

Attachments:

Attachment A – CALM, Inc. FY 2026-2027 Agreement for Services (Signature Required)

Contact Information:

Sara Hernandez

Contract Analyst

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