

Harmonia Collaborative Care
Monthly Financial Reporting
Q2 Budget vs Actual 2022

Revenue:	Q3 Actual	Q3 Budget	\$ Variance	% Variance	Q3 Actual	Q3 Prior Year	\$ Variance	% Variance
Mental Health	282,818	402,372	(119,554)	-30%	282,818	339,188	(56,370)	-17%
Hamburg	184,008	292,995	(108,987)	-37%	184,008	180,300	3,708	2%
Health Home	95,190	106,248	(11,058)	-10%	95,190	123,984	(28,794)	-23%
Contract Senior Services	55,442	46,529	8,913	19%	55,442	35,995	19,447	54%
County Home Care	41,959	38,500	3,459	9%	41,959	33,897	8,062	24%
CarePanion	7,858	18,699	(10,841)	-58%	7,858	19,303	(11,445)	-59%
Overall	667,275	905,343	(238,068)	-26%	667,275	732,667	(65,392)	-9%

Expenses:	Q3 Actual	Q3 Budget	\$ Variance	% Variance	Q3 Actual	Q3 Prior Year	\$ Variance	% Variance
Mental Health	264,003	382,442	(118,439)	-31%	264,003	290,633	(26,630)	-9%
Hamburg	174,835	271,812	(96,977)	-36%	174,835	133,100	41,735	31%
Health Home	42,977	58,488	(15,511)	-27%	42,977	59,939	(16,962)	-28%
Contract Senior Services	55,606	53,162	2,444	5%	55,606	42,621	12,985	30%
County Home Care	34,414	38,005	(3,591)	-9%	34,414	30,730	3,684	12%
CarePanion	14,192	19,169	(4,977)	-26%	14,192	12,140	2,052	17%
Overall	586,027	823,078	(237,051)	-29%	586,027	569,163	16,864	3%

Contribution Margin	Q3 Actual	Q3 Budget	\$ Variance	% Variance	Q3 Actual	Q3 Prior Year	\$ Variance	% Variance
Mental Health	18,815	19,930	(1,115)	-6%	18,815	48,555	(29,740)	61%
Hamburg	9,173	21,183	(12,010)	-57%	9,173	47,200	(38,027)	-81%
Health Home	52,213	47,760	4,453	9%	52,213	64,045	(11,832)	-18%
Contract Senior Services	(164)	(6,633)	6,469	98%	(164)	(6,626)	6,462	-98%
County Home Care	7,545	495	7,050	1424%	7,545	3,167	4,378	-138%
CarePanion	(6,334)	(470)	(5,864)	-1248%	(6,334)	7,163	(13,497)	-188%
Overall	81,248	82,265	(1,017)	-1%	81,248	163,504	(82,256)	-50%

Administrative Costs	Q3 Actual	Q3 Budget	\$ Variance	% Variance	Q3 Actual	Q3 Prior Year	\$ Variance	% Variance
Mental Health	43,267	38,505	4,763	12%	43,267	32,444	10,823	33%
Hamburg	28,151	28,038	113	0%	28,151	17,246	10,904	63%
Health Home	14,563	10,167	4,395	43%	14,563	11,859	2,703	23%
Contract Senior Services	8,482	4,453	4,029	90%	8,482	3,443	5,039	146%
County Home Care	6,419	3,684	2,735	74%	6,419	3,242	3,177	98%
CarePanion	1,202	1,789	(587)	-33%	1,202	1,846	(644)	-35%
Overall	102,084	86,636	15,448	18%	102,084	70,082	32,002	46%

Net Income (loss)	Q3 Actual	Q3 Budget	\$ Variance	% Variance	Q3 Actual	Q3 Prior Year	\$ Variance	% Variance
Mental Health	(24,452)	(18,575)	(5,878)	-32%	(24,452)	16,111	(40,563)	252%
Hamburg	(18,978)	(6,855)	(12,123)	-177%	(18,978)	29,954	(48,931)	-163%
Health Home	37,650	37,593	58	0%	37,650	52,186	(14,535)	-28%
Contract Senior Services	(8,646)	(11,086)	2,440	22%	(8,646)	(10,069)	1,423	-14%
County Home Care	1,126	(3,189)	4,315	135%	1,126	(75)	1,201	1594%
CarePanion	(7,536)	(2,259)	(5,277)	-234%	(7,536)	5,317	(12,853)	242%
Overall	(20,836)	(4,371)	(16,465)	-377%	(20,836)	93,422	(114,258)	-122%

Revenue:	Q3	Q3 Budget	\$ Variance	% Variance	Q3 Actual	Q3 Previous Year	\$ Variance	% Variance
Mental Health	282,800	402,400	(119,600)	-30%	282,800	339,200	(56,400)	-17%
Hamburg	184,000	293,000	(109,000)	-37%	184,000	180,300	3,700	2%
Health Home	95,200	106,200	(11,000)	-10%	95,200	124,000	(28,800)	-23%
Contract Senior Services	55,400	46,500	8,900	19%	55,400	36,000	19,400	54%
County Home Care	42,000	38,500	3,500	9%	42,000	33,900	8,100	24%
CarePanion	7,900	18,700	(10,800)	-58%	7,900	19,300	(11,400)	-59%
Overall	667,300	905,300	(238,000)	-26%	667,300	732,700	(65,400)	-9%

Calc %	% admin actual	% to Budge	% admin budget	Prior yr	AdminCost	Pr Yr
0.42384	43267.31	0.444441	38504.63	0.46295	32444.44	
0.27576	28150.72	0.323629	28037.90	0.246087	17246.29	
0.142655	14562.78	0.117357	10167.31	0.169223	11859.48	
0.083087	8481.87	0.051394	4452.55	0.049129	3443.04	
0.062881	6419.16	0.042525	3684.22	0.046265	3242.359	
0.011776	1202.17	0.020654	1789.38	0.026346	1846.395	
1	102084	1	86636.00	1	70082	

Each MH location has a full time nurse in 2022 (a 3rd started in August to be shared between sites)

2021 Carepanion Private pay program had grant funds YTD were \$34,350 (Quarter \$14,400)

** (total for agency was \$38500 / \$131,400 for year)

2021 Grants for Quarter for Mental health programs (both) totaled \$33,000/Yr=65,100

Sr Service Pay Per client model 2021 vs expenses reimbursement model 2022=Reduction of income of \$59,600 (April)