

Harmonia Collaborative Care
Monthly Financial Reporting
Q2 Budget vs Actual 2022

Revenue:	Q2	Q2 Budget	\$ Variance	% Variance		Q2 Actual	Q2 Previous Year	\$ Variance	% Variance
Mental Health	259,200	407,400	(148,100)	-36%		259,200	267,400	(8,200)	-3%
Hamburg	201,600	294,200	(92,700)	-32%		201,600	191,400	10,200	5%
Health Home	97,100	106,200	(9,100)	-9%		97,100	112,800	(15,600)	-14%
Contract Senior Services	30,200	47,300	(17,100)	-36%		30,200	121,600	(91,400)	-75%
County Home Care	32,500	38,500	(6,000)	-16%		32,500	26,400	6,100	23%
CarePanion	4,000	20,700	(16,700)	-81%		4,000	15,200	(11,200)	-74%
Overall	624,600	914,300	(289,700)	-32%		624,600	734,700	(110,100)	-15%
Expenses:									
Mental Health	273,900	383,000	(109,100)	-28%		273,900	281,500	(7,600)	-3%
Hamburg	192,200	238,700	(46,500)	-19%		192,200	143,000	49,200	34%
Health Home	44,500	58,600	(14,100)	-24%		44,500	52,600	(8,100)	-15%
Contract Senior Services	55,300	53,300	2,000	4%		55,300	49,900	5,400	11%
County Home Care	29,200	37,800	(8,700)	-23%		29,200	27,100	2,100	8%
CarePanion	11,200	19,200	(8,000)	-42%		11,200	13,600	(2,400)	-18%
Overall	606,300	790,600	(184,300)	-23%		606,300	567,800	38,500	7%
Contribution Margin									
Mental Health	(14,700)	24,400	(39,100)	-160%		(14,700)	(14,100)	(600)	-4%
Hamburg	9,400	55,600	(46,200)	-83%		9,400	48,400	(39,000)	-81%
Health Home	52,600	47,600	5,000	11%		52,600	60,200	(7,600)	-13%
Contract Senior Services	(25,100)	(6,000)	(19,100)	-318%		(25,100)	71,600	(96,800)	-135%
County Home Care	3,300	700	2,600	371%		3,300	(700)	4,000	571%
CarePanion	(7,100)	1,500	(8,700)	-580%		(7,100)	1,600	(8,700)	-544%
Overall	18,300	123,700	(105,400)	-85%		18,300	167,000	(148,600)	-89%
Administrative Costs									
Mental Health	38,400	36,600	1,800	5%		38,400	28,200	10,200	36%
Hamburg	29,900	26,500	3,400	13%		29,900	20,200	9,700	48%
Health Home	14,400	9,600	4,800	50%		14,400	11,900	2,500	21%
Contract Senior Services	4,500	4,300	200	5%		4,500	12,800	(8,300)	-65%
County Home Care	4,800	3,500	1,400	40%		4,800	2,800	2,000	71%
CarePanion	600	1,900	(1,300)	-68%		600	1,600	(1,000)	-63%
Overall	92,600	82,400	10,300	13%		92,600	77,500	15,100	19%
Net Income (loss)									
Mental Health	(53,100)	(12,200)	(40,900)	-335%		(53,100)	(42,300)	(10,900)	26%
Hamburg	(20,500)	29,100	(49,600)	-170%		(20,500)	28,200	(48,700)	-173%
Health Home	38,200	38,100	100	0%		38,200	48,300	(10,100)	-21%
Contract Senior Services	(29,600)	(10,300)	(19,300)	-187%		(29,600)	58,800	(88,400)	-150%
County Home Care	(1,500)	(2,800)	1,300	46%		(1,500)	(3,500)	2,000	57%
CarePanion	(7,700)	(300)	(7,400)	-2467%		(7,700)	17	(7,700)	-45294%
Overall	(74,200)	41,600	(115,800)	-278%		(74,200)	89,517	(163,800)	-183%

Each MH location has a full time nurse in 2022 (another starting in August to be shared)

2021 Carepanion Private pay program had grant funds YTD were \$21,000

** (total for agency was \$12,000 for month / \$92,800 for year)

2021 Grants for YTD for Mental health programs (both) totaled \$43,000

Sr Service Pay Per client model 2021 vs expenses reimbursement model 2022=Reduction of income of \$74,100 (April)

2 coordinator positions open- 2 left in 1st qtr-adjusted to a need for 2 in July

Hamburg clinic has 3 open clinician positions

Derby has 2 open clinician positions and 2 coordinators (clinic coordinator to be shared)