

Harmonia Collaborative Care Inc  
Monthly Financial Reporting  
Apr-22

<b>Revenue:</b>	<b>Apr-22</b>	<b>Apr-21</b>	<b>\$ Variance</b>	<b>% Variance</b>		<b>2022 YTD</b>	<b>2021 YTD</b>	<b>\$ Variance</b>	<b>% Variance</b>
Mental Health	91,700	84,900	6,800	8%		449,200	444,900	4,300	1%
Hamburg	66,800	62,400	4,400	7%		302,900	226,600	76,300	34%
Health Home	31,500	34,800	(3,300)	-9%		128,500	136,100	(7,700)	-6%
Contract Senior Services	9,000	83,100	(74,100)	-89%		46,900	136,600	(89,700)	-66%
County Home Care	10,300	7,800	2,400	31%		38,900	26,600	12,300	46%
CarePanion	1,200	6,100	(5,000)	-82%		7,900	18,800	(10,900)	-58%
<b>Overall</b>	<b>210,500</b>	<b>279,300</b>	<b>(68,800)</b>	<b>-25%</b>		<b>974,300</b>	<b>989,600</b>	<b>(15,300)</b>	<b>-2%</b>
<b>Expenses:</b>									
Mental Health	114,400	104,300	10,200	10%		391,400	327,500	63,900	20%
Hamburg	79,200	57,600	21,600	38%		292,500	162,200	130,300	80%
Health Home	17,000	19,400	(2,400)	-12%		56,300	53,600	2,700	5%
Contract Senior Services	23,400	22,500	900	4%		67,800	68,500	(700)	-1%
County Home Care	12,800	10,800	1,900	18%		42,500	28,200	14,300	51%
CarePanion	4,800	4,900	(100)	-2%		15,100	15,500	(300)	-2%
<b>Overall</b>	<b>251,700</b>	<b>219,600</b>	<b>32,100</b>	<b>15%</b>		<b>865,700</b>	<b>655,400</b>	<b>210,300</b>	<b>32%</b>
<b>Contribution Margin</b>									
Mental Health	(22,800)	(19,400)	(3,400)	18%		57,800	117,500	(59,700)	-51%
Hamburg	(12,400)	4,800	(17,200)	-358%		10,400	64,400	(54,000)	-84%
Health Home	14,600	15,400	(900)	-6%		72,200	82,500	(10,300)	-12%
Contract Senior Services	(14,400)	60,600	(75,000)	-124%		(20,800)	68,200	(89,000)	-130%
County Home Care	(2,500)	(3,000)	500	-17%		(3,600)	(1,600)	(2,000)	125%
CarePanion	(3,700)	1,200	(4,900)	-408%		(7,300)	3,300	(10,600)	-321%
<b>Overall</b>	<b>(41,100)</b>	<b>59,800</b>	<b>(100,900)</b>	<b>-169%</b>		<b>108,600</b>	<b>334,200</b>	<b>(225,600)</b>	<b>-68%</b>
<b>Administrative Costs</b>									
Mental Health	16,700	9,800	6,900	70%		53,200	44,300	8,900	20%
Hamburg	12,100	7,200	5,000	69%		35,900	22,600	13,300	59%
Health Home	5,700	4,000	1,700	43%		15,200	13,600	1,600	12%
Contract Senior Services	1,600	9,500	(7,900)	-83%		5,600	13,600	(8,100)	-60%
County Home Care	1,900	900	1,000	111%		4,600	2,600	2,000	77%
CarePanion	200	700	(500)	-71%		900	1,900	(900)	-47%
<b>Overall</b>	<b>38,200</b>	<b>32,100</b>	<b>6,200</b>	<b>19%</b>		<b>115,400</b>	<b>98,600</b>	<b>16,800</b>	<b>17%</b>
<b>Net Income (loss)</b>									
Mental Health	(39,400)	(29,100)	(10,300)	35%		4,600	73,100	(68,500)	-94%
Hamburg	(24,500)	(2,300)	(22,200)	965%		(25,500)	41,800	(67,300)	-161%
Health Home	8,900	11,400	(2,600)	-23%		57,000	68,900	(12,000)	-17%
Contract Senior Services	(16,000)	51,100	(67,100)	-131%		(26,400)	54,500	(80,900)	-148%
County Home Care	(4,400)	(3,900)	(500)	13%		(8,200)	(4,300)	(4,000)	93%
CarePanion	(3,900)	500	(4,400)	-880%		(8,200)	1,400	(9,600)	-686%
<b>Overall</b>	<b>(79,300)</b>	<b>27,700</b>	<b>(107,100)</b>	<b>-387%</b>		<b>(6,700)</b>	<b>235,400</b>	<b>(242,300)</b>	<b>-103%</b>

Notes:

3 coordinator positions open- 2 left in 1st qtr  
Hamburg clinic also had one staff leave and another reduce to part time  
Each location has a full time nurse in 2022

2021 Carepanion Private pay program had grant funds of \$3396 for April  
and YTD were \$14,152 \*\* (total for agency was \$8300 for month / \$39835 for year)  
2021 Grants for YTD for Mental health programs (both) totaled \$24,500  
Sr Service Pay Per client model 2021 vs expenses reimbursement model 2022=Reduction of income of \$74,100 (April)

Bad Debt writeoffs are high due to non-credentialed staff. time is 3-6 months to get Nurses credentialed

3 Payrolls in April =approximately \$66,000 in extra salary for this month