

Harmonia Collaborative Care Inc
Monthly Financial Reporting
Apr-24

Revenue:	Apr-24	Apr-23	\$ Variance	% Variance		2024 YTD	2023 YTD	\$ Variance	% Variance
Mental Health	91,800	138,100	(46,300)	-34%		391,900	548,800	(156,800)	-29%
Hamburg	82,000	86,500	(4,500)	-5%		330,600	300,200	30,300	10%
Health Home	31,000	29,800	1,200	4%		107,300	119,300	(12,000)	-10%
Contract Senior Services	13,200	15,500	(2,300)	-15%		99,000	115,300	(16,300)	-14%
County Home Care	17,300	14,200	3,100	22%		61,400	54,200	7,200	13%
CarePanion	500	900	(300)	-33%		9,300	9,800	(500)	-5%
Overall	235,800	285,000	(49,200)	-17%		999,500	1,147,600	(148,100)	-13%
Expenses:									
Mental Health	108,300	100,300	8,000	8%		438,400	393,400	45,000	11%
Hamburg	79,400	74,600	4,900	7%		311,200	282,200	28,900	10%
Health Home	17,700	14,100	3,600	26%		64,800	59,000	5,800	10%
Contract Senior Services	23,000	19,200	3,800	20%		98,500	97,000	1,500	2%
County Home Care	14,000	12,800	1,100	9%		56,800	48,000	8,900	19%
CarePanion	3,400	4,200	(800)	-19%		14,500	17,100	(2,700)	-16%
Overall	245,700	225,200	20,500	9%		984,200	896,700	87,500	10%
Contribution Margin									
Mental Health	(16,500)	37,800	(54,300)	-144%		(46,500)	155,400	(201,900)	-130%
Hamburg	2,600	11,900	(9,300)	-78%		19,400	18,000	1,400	8%
Health Home	13,300	15,700	(2,400)	-15%		42,500	60,300	(17,800)	-30%
Contract Senior Services	(9,800)	(3,700)	(6,100)	-165%		600	18,400	(17,800)	-97%
County Home Care	3,300	1,400	1,900	-136%		4,500	6,200	(1,700)	-27%
CarePanion	(2,900)	(3,300)	500	15%		(5,200)	(7,300)	2,100	29%
Overall	(10,000)	59,800	(69,800)	-117%		15,300	250,900	(235,600)	-94%
Administrative Costs									
Mental Health	19,300	19,800	(500)	-3%		78,700	72,600	6,100	8%
Hamburg	17,200	12,400	4,800	39%		66,400	39,700	26,600	67%
Health Home	6,500	4,300	2,200	51%		21,600	15,800	5,800	37%
Contract Senior Services	2,800	2,200	600	27%		19,900	15,300	4,600	30%
County Home Care	3,600	2,000	1,600	80%		12,300	7,200	5,200	72%
CarePanion	100	100	0	0%		1,900	1,300	600	46%
Overall	49,500	40,800	8,700	21%		200,800	151,900	48,900	32%
Net Income (loss)									
Mental Health	(35,800)	18,000	(53,700)	-298%		(125,200)	82,700	(208,000)	-252%
Hamburg	(14,700)	(500)	(14,200)	-2840%		(47,000)	(21,800)	(25,200)	-116%
Health Home	6,800	11,500	(4,700)	-41%		20,900	44,500	(23,600)	-53%
Contract Senior Services	(12,600)	(5,900)	(6,700)	-114%		(19,300)	3,100	(22,400)	-723%
County Home Care	(300)	(600)	300	50%		(7,800)	(1,000)	(6,800)	-680%
CarePanion	(3,000)	(3,500)	500	14%		(7,100)	(8,600)	1,600	19%
Overall	(59,600)	19,000	(78,500)	-413%		(185,500)	98,900	(284,400)	-288%

Notes: *MH treatment session YTD are 13% below last year (Derby down 27%, schools down 21% and Hamburg up 14%). Referrals are down 46%, impacted by wait list . Due to resignations, we are on a wait list. Hamburg had one clinician resign in April. *Health Home billable visits decreased 14% YTD. *Sr Services Case Mngmnt has full staff . Reimbursement contract continues for start of new contract year. *Private Pay Carepanions had a rate increase in January of 2024. Private pay was raised to \$24 from \$23. County Carepanion visits increased by 5%. Private Pay visits decreased by 48%.