

Harmonia Collaborative Care Inc
Monthly Financial Reporting
Aug-22

Revenue:	Aug-22	Aug-21	\$ Variance	% Variance	2022 YTD	2021 YTD	\$ Variance	% Variance
Mental Health	98,200	118,400	(20,200)	-17%	804,700	849,800	(45,200)	-5%
Hamburg	62,600	66,700	(4,200)	-6%	567,300	474,500	92,800	20%
Health Home	32,200	42,400	(10,100)	-24%	260,200	298,900	(38,800)	-13%
Contract Senior Services	14,000	14,200	(100)	-1%	105,200	208,000	(102,800)	-49%
County Home Care	16,200	11,900	4,200	35%	89,800	68,800	21,000	31%
CarePanion	1,100	7,500	(6,400)	-85%	15,100	42,100	(27,000)	-64%
Overall	224,300	261,100	(36,800)	-14%	1,842,200	1,942,100	(99,800)	-5%
Expenses:								
Mental Health	73,400	107,300	(33,900)	-32%	702,900	708,500	(5,600)	-1%
Hamburg	53,500	42,100	11,400	27%	514,000	330,500	183,600	56%
Health Home	11,900	18,600	(6,700)	-36%	111,300	126,700	(15,400)	-12%
Contract Senior Services	16,800	13,600	3,200	24%	131,500	124,300	7,200	6%
County Home Care	10,200	10,100	100	1%	79,200	64,700	14,600	23%
CarePanion	3,700	3,300	400	12%	30,200	33,000	(2,800)	-8%
Overall	169,500	195,000	(25,500)	-13%	1,569,100	1,387,600	181,500	13%
Contribution Margin								
Mental Health	24,700	11,100	13,600	123%	101,800	141,300	(39,600)	-28%
Hamburg	9,100	24,600	(15,500)	-63%	53,200	144,000	(90,700)	-63%
Health Home	20,400	23,800	(3,400)	-14%	148,900	172,200	(23,400)	-14%
Contract Senior Services	(2,700)	600	(3,300)	-550%	(26,300)	83,700	(110,000)	-131%
County Home Care	5,900	1,800	4,100	228%	10,600	4,100	6,500	159%
CarePanion	(2,600)	4,300	(6,800)	-158%	(15,000)	9,200	(24,200)	-263%
Overall	54,800	66,100	(11,300)	-17%	273,200	554,500	(281,400)	-51%
Administrative Costs								
Mental Health	14,200	10,700	3,500	33%	102,200	83,200	19,100	23%
Hamburg	9,100	6,000	3,000	50%	72,100	46,400	25,600	55%
Health Home	4,700	3,800	800	21%	33,100	29,300	3,800	13%
Contract Senior Services	2,000	1,300	800	62%	13,400	20,400	(7,000)	-34%
County Home Care	2,300	1,100	1,300	118%	11,400	6,700	4,700	70%
CarePanion	200	700	(500)	-71%	1,900	4,100	(2,200)	-54%
Overall	32,500	23,600	8,900	38%	234,100	190,100	44,000	23%
Net Income (loss)								
Mental Health	10,500	400	10,100	2525%	(500)	58,200	(58,600)	-101%
Hamburg	0	18,600	(18,600)	-100%	(18,800)	97,500	(116,400)	-119%
Health Home	15,700	20,000	(4,300)	-22%	115,800	143,000	(27,100)	-19%
Contract Senior Services	(4,800)	(700)	(4,000)	-571%	(39,700)	63,300	(103,000)	-163%
County Home Care	3,600	800	2,800	350%	(800)	(2,600)	1,800	69%
CarePanion	(2,700)	3,600	(6,300)	-175%	(17,000)	5,000	(22,000)	-440%
Overall	22,300	42,700	(20,300)	-48%	39,000	364,400	(325,300)	-89%

Notes:

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)
Each 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 \$30,600

**[total for agency was \$15,400 for month / \$121,800 for year]

2021 Grants for YTD for Mental health programs (both) totaled \$59,400

Sr Service Pay Per client model contract YTD 2021 vs expenses reimbursement model contract YTD 2022=Reduction of income of \$77,380 (April-Aug)

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