

Harmonia Collaborative Care Inc
Monthly Financial Reporting
Aug-23

Revenue:	Aug-23	Aug-22	\$ Variance	% Variance		2023 YTD	2022 YTD	\$ Variance	% Variance
Mental Health	70,700	98,200	(27,500)	-28%		991,000	804,700	186,300	23%
Hamburg	90,400	62,600	27,900	45%		627,000	567,300	59,700	11%
Health Home	28,300	30,900	(2,600)	-8%		242,700	259,900	(17,200)	-7%
Contract Senior Services	17,300	14,000	3,200	23%		195,700	105,200	90,500	86%
County Home Care	13,300	16,200	(2,900)	-18%		107,700	89,800	17,800	20%
CarePanion	900	1,100	(200)	-18%		17,000	15,100	1,900	13%
Overall	220,900	222,900	(2,000)	-1%		2,181,100	1,842,000	339,200	18%
Expenses:									
Mental Health	97,100	73,500	23,600	32%		774,600	702,900	71,600	10%
Hamburg	71,300	53,500	17,800	33%		544,300	514,000	30,300	6%
Health Home	13,400	11,800	1,600	14%		109,200	114,500	(5,300)	-5%
Contract Senior Services	19,000	16,700	2,300	14%		168,800	131,400	37,400	28%
County Home Care	10,700	10,100	500	5%		90,800	79,100	11,700	15%
CarePanion	3,500	3,700	(200)	-5%		30,700	30,100	600	2%
Overall	215,000	169,300	45,700	27%		1,718,400	1,572,200	146,200	9%
Contribution Margin									
Mental Health	(26,400)	24,700	(51,100)	-207%		216,400	101,700	114,700	113%
Hamburg	19,100	9,100	10,000	110%		82,700	53,200	29,500	55%
Health Home	15,000	19,100	(4,100)	-21%		133,500	145,400	(11,900)	-8%
Contract Senior Services	(1,700)	(2,600)	900	35%		26,900	(26,200)	53,100	203%
County Home Care	2,600	6,000	(3,500)	-58%		16,800	10,700	6,200	58%
CarePanion	(2,600)	(2,600)	0	0%		(13,700)	(15,000)	1,400	9%
Overall	5,900	53,700	(47,800)	-89%		462,700	269,800	192,900	71%
Administrative Costs									
Mental Health	10,300	14,300	(4,000)	-28%		129,100	102,200	26,900	26%
Hamburg	13,200	9,100	4,100	45%		81,700	72,100	9,700	13%
Health Home	4,100	4,500	(400)	-9%		31,600	33,000	(1,400)	-4%
Contract Senior Services	2,500	2,000	500	25%		25,500	13,400	12,100	90%
County Home Care	1,900	2,300	(400)	-17%		14,000	11,400	2,600	23%
CarePanion	100	200	0	0%		2,200	1,900	300	16%
Overall	32,100	32,400	(200)	-1%		284,100	234,000	50,200	21%
Net Income (loss)									
Mental Health	(36,700)	10,400	(47,100)	453%		87,300	(500)	87,800	17560%
Hamburg	5,900	0	6,000	6000%		1,000	(18,800)	19,800	105%
Health Home	10,800	14,600	(3,800)	-26%		101,900	112,400	(10,500)	-9%
Contract Senior Services	(4,200)	(4,700)	400	9%		1,400	(39,599)	41,000	104%
County Home Care	600	3,700	(3,000)	-81%		2,800	(700)	3,500	500%
CarePanion	(2,700)	(2,700)	0	0%		(15,900)	(16,900)	1,100	7%
Overall	(26,300)	21,300	(47,500)	-223%		178,500	35,901	142,700	397%

Notes: *MH treatment session YTD are about 5% above last year. Referrals are up 38%. A wait list began July 18th for new clients. Medicaid rates increased 11% this year and is reflected in the higher revenue amounts. We lost 2 therapists in the Derby clinic as of the end of July.
*Health Home billable visits decreased 24% YTD. Despite an increase in rates, expected revenue has declined based on billings to HHUNY generated by type of client seen. *Sr Services Case Mngmt has full staff vs April of last year. Reimbursement contract continues for start of new contract year. YTD \$6520 has been earned from WYNIIC \$9976 (\$3470 Sr Services and \$6506 MH) has been earned through the Exhale program
*Private Pay Carepanions had a rate increase in January of 2023. Private pay was raised to \$23 from \$22. In April, when the new contract started, the County Rate increased from \$31 to \$34 per hour. # of County Carepanion visits has increased from last year by 6% (113.5 visits) and Private Pay Carepanion visits decreased 32% YTD (151.50 visits) \$4000 of Town money was actualized in May for the Private Pay Carepanion program and is part of revenue on this report. Also, \$8,000 in Town money was actualized for Sr Service Case Management and is on this report.