

Harmonia Collaborative Care Inc
Monthly Financial Reporting
Apr-23

Revenue:	Apr-23	Apr-22	\$ Variance	% Variance		2023 YTD	2022 YTD	\$ Variance	% Variance
Mental Health	138,100	91,700	46,400	51%		547,900	449,200	98,700	22%
Hamburg	86,500	66,800	19,700	29%		300,200	302,900	(2,700)	-1%
Health Home	28,900	32,800	(4,000)	-12%		122,300	127,900	(5,600)	-4%
Contract Senior Services	15,800	9,000	6,700	74%		116,500	58,300	58,200	100%
County Home Care	14,200	10,300	3,900	38%		54,200	38,900	15,300	39%
CarePanion	900	1,200	(300)	-25%		9,800	7,900	1,900	24%
Overall	284,200	211,800	72,400	34%		1,150,800	985,000	165,800	17%
Expenses:									
Mental Health	100,200	114,400	(14,300)	-13%		393,300	391,300	2,000	1%
Hamburg	74,300	79,200	(4,900)	-6%		282,000	292,500	(10,500)	-4%
Health Home	14,100	18,800	(4,800)	-26%		59,000	60,100	(1,000)	-2%
Contract Senior Services	19,200	23,400	(4,200)	-18%		97,000	67,800	29,200	43%
County Home Care	12,800	12,800	100	1%		48,000	42,500	5,400	13%
CarePanion	4,200	4,800	(600)	-13%		17,100	15,100	2,000	13%
Overall	224,800	253,500	(28,700)	-11%		896,400	869,300	27,100	3%
Contribution Margin									
Mental Health	37,900	(22,800)	60,600	266%		154,600	57,900	96,700	167%
Hamburg	12,100	(12,400)	24,500	198%		18,200	10,400	7,800	75%
Health Home	14,800	14,000	800	6%		63,300	67,800	(4,500)	-7%
Contract Senior Services	(3,500)	(14,400)	11,000	76%		19,500	(9,500)	29,000	305%
County Home Care	1,400	(2,500)	3,900	156%		6,200	(3,600)	9,900	275%
CarePanion	(3,300)	(3,700)	300	8%		(7,300)	(7,300)	(100)	-1%
Overall	59,400	(41,700)	101,100	242%		254,400	115,700	138,700	120%
Administrative Costs									
Mental Health	19,900	16,600	3,300	20%		72,300	52,600	19,700	37%
Hamburg	12,400	12,100	400	3%		39,600	35,500	4,200	12%
Health Home	4,200	5,900	(1,800)	-31%		16,100	15,000	1,200	8%
Contract Senior Services	2,300	1,600	600	38%		15,400	6,800	8,500	125%
County Home Care	2,000	1,900	200	11%		7,200	4,600	2,600	57%
CarePanion	100	200	(100)	-50%		1,300	900	400	44%
Overall	40,900	38,300	2,600	7%		151,900	115,400	36,600	32%
Net Income (loss)									
Mental Health	18,000	(39,300)	57,300	146%		82,300	5,300	77,000	1453%
Hamburg	(300)	(24,500)	24,200	99%		(21,400)	(25,100)	3,600	14%
Health Home	10,600	8,100	2,500	31%		47,100	52,800	(5,700)	-11%
Contract Senior Services	(5,700)	(16,000)	10,300	64%		4,100	(16,299)	20,500	126%
County Home Care	(600)	(4,300)	3,700	86%		(900)	(8,200)	7,300	89%
CarePanion	(3,500)	(3,900)	400	10%		(8,600)	(8,200)	(400)	-5%
Overall	18,500	(79,900)	98,400	123%		102,600	301	102,300	33987%

Notes: *MH treatment session are up 5% with number of clients see down 31%. These statistics are a direct result of decrease in staffing during the quarter; some clients chose to leave the agency via completing treatment or seeking treatment elsewhere when their primary provider left the agency.
*Health Home billable visits decreased 7% YTD. Despite an increase in rates, expected revenue has declined based on billings to HHUNY generated by type of client seen. *Sr Services Case Mngmnt has full staff vs April of last year. Reimbursement contract continues for start of new contract year.
*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 27% (87 visits) and Private Pay Carepanion visits decreased 22% YTD (51.50 visits)
*There were 2 payrolls in April 2023 vs 3 in April 2022. YTD the payrolls at this point are the same.

Harmonia Collaborative Care Inc
 Monthly Financial Reporting
 May-23

Revenue:	May-23	May-22	\$ Variance	% Variance		2023 YTD	2022 YTD	\$ Variance	% Variance
Mental Health	134,100	84,300	49,800	59%		682,000	533,500	148,500	28%
Hamburg	80,300	71,900	8,400	12%		380,500	374,800	5,700	2%
Health Home	32,900	34,400	(1,500)	-4%		156,100	162,300	(6,200)	-4%
Contract Senior Services	26,800	9,300	17,500	188%		143,200	67,600	75,600	112%
County Home Care	15,300	9,600	5,700	59%		69,600	48,500	21,000	43%
CarePanion	4,700	1,400	3,300	236%		14,500	9,300	5,200	56%
Overall	294,100	210,900	83,200	39%		1,445,900	1,196,000	249,900	21%
Expenses:									
Mental Health	90,600	82,600	8,000	10%		483,800	473,900	10,000	2%
Hamburg	61,000	57,000	4,000	7%		343,000	349,500	(6,500)	-2%
Health Home	12,900	15,500	(2,600)	-17%		71,900	75,500	(3,600)	-5%
Contract Senior Services	18,000	17,100	900	5%		115,000	84,900	30,100	35%
County Home Care	11,800	8,200	3,600	44%		59,800	50,700	9,000	18%
CarePanion	3,700	3,400	400	12%		20,900	18,500	2,400	13%
Overall	198,000	183,700	14,300	8%		1,094,300	1,053,000	41,400	4%
Contribution Margin									
Mental Health	43,500	1,700	41,800	2459%		198,100	59,600	138,500	232%
Hamburg	19,200	14,900	4,300	29%		37,500	25,300	12,100	48%
Health Home	20,000	19,000	1,100	6%		84,300	86,800	(2,500)	-3%
Contract Senior Services	8,700	(7,800)	16,600	213%		28,200	(17,300)	45,600	264%
County Home Care	3,600	1,400	2,100	150%		9,800	(2,200)	12,000	545%
CarePanion	1,000	(1,900)	2,900	153%		(6,400)	(9,200)	2,900	32%
Overall	96,100	27,300	68,900	252%		351,500	143,000	208,600	146%
Administrative Costs									
Mental Health	16,500	10,400	6,100	59%		88,700	63,000	25,700	41%
Hamburg	9,900	8,800	1,000	11%		49,500	44,300	5,200	12%
Health Home	4,000	4,200	(200)	-5%		20,300	19,200	1,100	6%
Contract Senior Services	3,300	1,100	2,100	191%		18,600	8,000	10,600	133%
County Home Care	1,900	1,200	700	58%		9,000	5,700	3,300	58%
CarePanion	600	200	400	200%		1,900	1,100	800	73%
Overall	36,200	25,900	10,100	39%		188,000	141,300	46,700	33%
Net Income (loss)									
Mental Health	27,100	(8,700)	35,700	410%		109,400	(3,400)	112,800	-3318%
Hamburg	9,400	6,100	3,300	54%		(12,000)	(19,000)	6,900	36%
Health Home	16,000	14,700	1,300	9%		64,000	67,600	(3,600)	-5%
Contract Senior Services	5,500	(8,900)	14,400	162%		9,600	(25,299)	34,900	138%
County Home Care	1,700	200	1,400	700%		800	(7,900)	8,700	110%
CarePanion	400	(2,100)	2,500	119%		(8,200)	(10,300)	2,100	20%
Overall	60,100	1,300	58,600	4508%		163,600	1,701	161,800	9512%

Notes: *MH treatment session YTD are about the same as last year. Medicaid rates increased 11% this year and is reflected in the higher revenue amounts
 *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 Mngmnt has full staff vs April of last year. Reimbursement contract continues for start of new contract year. YTD \$3470 has been earned from WYNIIC \$4900 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. from # of County Carepanion visits has increased from last year by 38% (236.75 visits) and Private Pay Carepanion visits decreased 30% YTD (88.50 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.

Harmonia Collaborative Care Inc
Monthly Financial Reporting
Jun-23

Revenue:	Jun-23	Jun-22	\$ Variance	% Variance		2023 YTD	2022 YTD	\$ Variance	% Variance
Mental Health	124,900	83,300	41,600	50%		806,900	616,800	190,100	31%
Hamburg	81,800	63,000	18,800	30%		462,300	437,800	24,500	6%
Health Home	29,700	34,900	(5,200)	-15%		185,900	197,200	(11,300)	-6%
Contract Senior Services	24,100	11,800	12,300	104%		167,000	79,400	87,600	110%
County Home Care	12,900	12,600	300	2%		82,400	61,100	21,300	35%
CarePanion	800	1,400	(700)	-50%		15,300	10,700	4,600	43%
Overall	274,200	207,000	67,200	32%		1,719,800	1,403,000	316,800	23%
Expenses:									
Mental Health	95,400	77,300	18,100	23%		579,000	551,200	27,900	5%
Hamburg	64,600	56,200	8,400	15%		407,600	405,700	1,900	0%
Health Home	12,400	11,600	900	8%		84,200	87,100	(2,900)	-3%
Contract Senior Services	17,200	14,800	2,400	16%		132,000	99,700	32,400	32%
County Home Care	10,700	8,200	2,500	30%		70,400	58,900	11,400	19%
CarePanion	3,400	3,000	400	13%		24,200	21,500	2,700	13%
Overall	203,800	171,000	32,800	19%		1,297,300	1,224,000	73,400	6%
Contribution Margin									
Mental Health	29,500	6,000	23,500	392%		227,900	65,600	162,300	247%
Hamburg	17,200	6,800	10,400	153%		54,700	32,100	22,600	70%
Health Home	17,300	23,300	(6,000)	-26%		101,700	110,100	(8,400)	-8%
Contract Senior Services	6,900	(3,000)	9,900	330%		35,000	(20,300)	55,300	272%
County Home Care	2,100	4,400	(2,200)	-50%		12,100	2,200	9,900	450%
CarePanion	(2,600)	(1,500)	(1,100)	-73%		(8,900)	(10,800)	1,900	18%
Overall	70,500	36,000	34,500	96%		422,400	179,000	243,500	136%
Administrative Costs									
Mental Health	15,200	11,400	3,700	32%		103,800	74,600	29,100	39%
Hamburg	9,900	8,700	1,300	15%		59,500	53,000	6,500	12%
Health Home	3,600	4,800	(1,200)	-25%		23,900	23,900	0	0%
Contract Senior Services	2,900	1,600	1,300	81%		21,500	9,600	11,900	124%
County Home Care	1,600	1,700	(200)	-12%		10,600	7,400	3,200	43%
CarePanion	100	200	(100)	-50%		2,000	1,300	700	54%
Overall	33,300	28,400	4,800	17%		221,300	169,800	51,400	30%
Net Income (loss)									
Mental Health	14,300	(5,400)	19,800	367%		124,100	(9,000)	133,100	1479%
Hamburg	7,300	(1,800)	9,100	-506%		(4,800)	(20,800)	16,100	77%
Health Home	13,700	18,500	(4,900)	-26%		77,800	86,300	(8,500)	-10%
Contract Senior Services	4,000	(4,600)	8,600	187%		13,500	(29,899)	43,400	145%
County Home Care	600	2,600	(2,100)	-81%		1,500	(5,200)	6,700	129%
CarePanion	(2,700)	(1,700)	(1,000)	-59%		(10,800)	(12,100)	1,200	10%
Overall	37,200	7,600	29,500	388%		201,300	9,301	192,000	2064%

Notes: *MH treatment session YTD are about the same as last year. Medicaid rates increased 11% this year and is reflected in the higher revenue amounts
*Health Home billable visits decreased 21% YTD. Despite an increase in rates, expected revenue has declined based on billings to HHUNY generated by type of client seen. *Sr Services Case Mngmnt has full staff vs April of last year. Reimbursement contract continues for start of new contract year. YTD \$4690 has been earned from WYNIIC \$8058 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. from # of County Carepanion visits has increased from last year by 21% (212 visits) and Private Pay Carepanion visits decreased 32% YTD (112.50 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.

Harmonia Collaborative Care Inc
Monthly Financial Reporting
Jul-23

Revenue:	Jul-23	Jul-22	\$ Variance	% Variance		2023 YTD	2022 YTD	\$ Variance	% Variance
Mental Health	109,500	89,700	19,800	22%		920,300	706,500	213,800	30%
Hamburg	74,300	66,900	7,400	11%		536,600	504,700	31,900	6%
Health Home	28,500	31,800	(3,300)	-10%		214,400	229,000	(14,700)	-6%
Contract Senior Services	16,700	11,800	4,900	42%		179,800	91,100	88,600	97%
County Home Care	12,000	12,600	(600)	-5%		94,400	73,700	20,800	28%
CarePanion	800	3,300	(2,500)	-76%		16,100	14,000	2,100	15%
Overall	241,800	216,100	25,700	12%		1,961,600	1,619,000	342,500	21%
Expenses:									
Mental Health	98,100	78,300	19,800	25%		677,000	629,400	47,600	8%
Hamburg	65,200	54,900	10,300	19%		472,800	460,500	12,200	3%
Health Home	11,700	15,600	(4,000)	-26%		95,800	102,700	(6,900)	-7%
Contract Senior Services	17,800	15,100	2,700	18%		149,800	114,700	35,100	31%
County Home Care	9,800	10,100	(300)	-3%		80,200	69,000	11,100	16%
CarePanion	3,000	5,000	(2,000)	-40%		27,200	26,500	700	3%
Overall	205,500	178,900	26,600	15%		1,502,800	1,402,900	99,900	7%
Contribution Margin									
Mental Health	11,400	11,400	0	0%		243,300	77,100	166,200	216%
Hamburg	9,100	12,000	(2,900)	-24%		63,800	44,200	19,700	45%
Health Home	16,800	16,200	600	4%		118,500	126,300	(7,800)	-6%
Contract Senior Services	(1,100)	(3,300)	2,200	67%		30,000	(23,600)	53,600	227%
County Home Care	2,200	2,500	(300)	-12%		14,300	4,700	9,600	204%
CarePanion	(2,200)	(1,700)	(500)	-29%		(11,100)	(12,500)	1,400	11%
Overall	36,300	37,100	(800)	-2%		458,800	216,100	242,700	112%
Administrative Costs									
Mental Health	14,000	13,200	800	6%		118,300	88,000	30,300	34%
Hamburg	9,500	9,800	(400)	-4%		69,000	62,800	6,100	10%
Health Home	3,600	4,700	(1,000)	-21%		27,500	28,500	(1,000)	-4%
Contract Senior Services	2,100	1,700	400	24%		23,100	11,300	11,800	104%
County Home Care	1,500	1,900	(300)	-16%		12,100	9,200	3,000	33%
CarePanion	100	500	(400)	-80%		2,100	1,700	300	18%
Overall	30,800	31,800	(900)	-3%		252,100	201,500	50,500	25%
Net Income (loss)									
Mental Health	(2,600)	(1,800)	(800)	-44%		125,000	(10,900)	135,900	1247%
Hamburg	(400)	2,200	(2,500)	-114%		(5,100)	(18,700)	13,500	72%
Health Home	13,200	11,500	1,700	15%		91,000	97,800	(6,800)	-7%
Contract Senior Services	(3,200)	(5,000)	1,800	36%		6,900	(34,899)	41,800	120%
County Home Care	700	700	0	0%		2,100	(4,500)	6,600	147%
CarePanion	(2,300)	(2,200)	(100)	-5%		(13,100)	(14,200)	1,100	8%
Overall	5,400	5,400	100	2%		206,800	14,601	192,100	1316%

Notes: *MH treatment session YTD are about 4% above last year. Referrals are up 28%. 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 15% YTD. Despite an increase in rates, expected revenue has declined based on billings to HHUNY generated by type of client seen.

*Sr Services Case Mngmnt has full staff vs April of last year. Reimbursement contract continues for start of new contract year. YTD \$5800 has been earned from WYNIIC \$8058 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. from # of County Carepanion visits has increased from last year by 11% (159 visits) and Private Pay Carepanion visits decreased 33% YTD (139.50 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.