

Harmonia Collaborative Care Inc  
Monthly Financial Reporting  
Dec-22

Revenue:	Dec-22	Dec-21	\$ Variance	% Variance		2022 YTD	2021 YTD	\$ Variance	% Variance
Mental Health	148,800	150,300	(1,500)	-1%		1,295,500	1,355,900	(60,400)	-4%
Hamburg	49,300	75,400	(26,100)	-35%		798,200	746,100	52,100	7%
Health Home	28,200	33,800	(5,600)	-17%		386,600	448,800	(59,200)	-13%
Contract Senior Services	15,800	500	15,300	3060%		182,100	214,100	(32,000)	-15%
County Home Care	9,300	9,600	(300)	-3%		135,100	113,700	21,400	19%
CarePanion	36,600	7,600	29,000	382%		57,900	64,700	(6,800)	-11%
<b>Overall</b>	<b>288,000</b>	<b>277,200</b>	<b>10,800</b>	<b>4%</b>		<b>2,855,400</b>	<b>2,940,300</b>	<b>(84,900)</b>	<b>-3%</b>
<b>Expenses:</b>									
Mental Health	104,100	112,700	(8,600)	-8%		1,132,000	1,148,400	(16,400)	-1%
Hamburg	59,900	77,700	(17,800)	-23%		768,600	607,200	161,400	27%
Health Home	12,800	19,400	(6,600)	-34%		176,100	208,000	(31,900)	-15%
Contract Senior Services	17,700	10,400	7,300	70%		218,600	181,000	37,600	21%
County Home Care	7,500	13,300	(5,800)	-44%		123,200	118,100	5,100	4%
CarePanion	4,100	10,100	(6,000)	-59%		49,300	58,500	(9,200)	-16%
<b>Overall</b>	<b>206,200</b>	<b>243,600</b>	<b>(37,500)</b>	<b>-15%</b>		<b>2,467,800</b>	<b>2,321,200</b>	<b>146,600</b>	<b>6%</b>
<b>Contribution Margin</b>									
Mental Health	44,700	37,600	7,100	19%		163,500	207,500	(44,000)	-21%
Hamburg	(10,600)	(2,300)	(8,300)	-361%		29,500	138,900	(109,400)	-79%
Health Home	15,400	14,400	1,000	7%		210,500	237,800	(27,300)	-11%
Contract Senior Services	(1,900)	(9,900)	8,000	81%		(36,500)	33,100	(69,600)	-210%
County Home Care	1,800	(3,700)	5,500	149%		11,900	(4,400)	16,300	370%
CarePanion	32,500	(2,500)	35,000	1400%		8,700	6,200	2,500	40%
<b>Overall</b>	<b>81,900</b>	<b>33,600</b>	<b>48,300</b>	<b>144%</b>		<b>387,600</b>	<b>619,100</b>	<b>(231,500)</b>	<b>-37%</b>
<b>Administrative Costs</b>									
Mental Health	19,300	22,300	(3,000)	-13%		171,400	147,700	23,700	16%
Hamburg	7,200	11,200	(4,000)	-36%		105,900	81,300	24,600	30%
Health Home	3,700	5,000	(1,300)	-26%		51,000	48,700	2,300	5%
Contract Senior Services	1,900	100	1,800	1800%		23,800	23,300	500	2%
County Home Care	1,100	1,400	(300)	-21%		17,700	12,400	5,300	43%
CarePanion	4,300	1,100	3,200	291%		7,600	7,000	600	9%
<b>Overall</b>	<b>37,500</b>	<b>41,100</b>	<b>(3,600)</b>	<b>-9%</b>		<b>377,400</b>	<b>320,400</b>	<b>57,000</b>	<b>18%</b>
<b>Net Income (loss)</b>									
Mental Health	25,400	15,300	10,100	-66%		(7,900)	59,800	(67,700)	-113%
Hamburg	(17,800)	(13,500)	(4,300)	-32%		(76,400)	57,600	(134,000)	-233%
Health Home	11,700	9,400	2,300	24%		159,500	189,100	(29,600)	-16%
Contract Senior Services	(3,800)	(10,000)	6,200	62%		(60,300)	9,800	(70,100)	-715%
County Home Care	700	(5,100)	5,800	114%		(5,800)	(16,800)	11,000	65%
CarePanion	28,100	(3,600)	31,700	881%		1,100	(800)	1,900	238%
<b>Overall</b>	<b>44,300</b>	<b>(7,500)</b>	<b>51,800</b>	<b>691%</b>		<b>10,200</b>	<b>298,700</b>	<b>(288,500)</b>	<b>-97%</b>

Notes:

2 coordinator/manager positions open- 2 left in 1st qtr-adjusted to a need for 2 in July  
Hamburg clinic has 3 open clinician positions  
Derby has filled clinician positions. Open positions coordinator and one manager open (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 \$47,290 / 2022 received \$35,000 grant  
\*\*(total for agency was \$34,961 for month / \$187,790 for year)

2021 Grants for YTD for Mental health programs (both) totaled \$152,800

2022 MH Grants= \$98,400 ( Workforce Grant, Oshel Grant)

HCW Bonus received end of December but paid in January 2023 is booked in deferred revenue for payment in January 2023

Sr Service Pay Per client model contract YTD 2021 vs expenses reimbursement model contract YTD 2022=Reduction of income of \$32,979 (April-Nov)

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

Recruitment \$1930 for month

Bonus in November. MH Workforce grant funds of \$28,231 used towards MH staff