

Harmonia Collaborative Care Inc
 Monthly Financial Reporting
 Dec-23

Revenue:	Dec-23	Dec-22	\$ Variance	% Variance		2023 YTD	2022 YTD	\$ Variance	% Variance
Mental Health	84,900	156,400	(71,500)	-46%		1,376,700	1,303,100	73,700	6%
Hamburg	68,300	49,300	19,000	39%		931,400	798,200	133,200	17%
Health Home	21,800	28,400	(6,600)	-23%		337,000	381,900	(44,900)	-12%
Contract Senior Services	24,700	15,800	9,000	57%		269,900	182,100	87,800	48%
County Home Care	13,700	9,200	4,500	49%		158,500	135,000	23,500	17%
CarePanion	600	1,600	(1,000)	-63%		20,000	57,900	(37,900)	-65%
Overall	214,100	260,700	(46,600)	-18%		3,093,500	2,858,300	235,300	8%

Expenses:									
Mental Health	139,500	146,100	(6,600)	-5%		1,248,000	1,174,000	74,000	6%
Hamburg	99,800	90,200	9,500	11%		901,000	799,000	102,000	13%
Health Home	20,200	14,800	5,400	36%		176,800	178,100	(1,300)	-1%
Contract Senior Services	28,900	24,300	4,600	19%		267,200	225,200	42,000	19%
County Home Care	18,700	12,400	6,400	52%		145,400	128,100	17,300	14%
CarePanion	4,500	5,000	(500)	-10%		48,700	50,100	(1,400)	-3%
Overall	311,600	292,800	18,800	6%		2,787,000	2,554,500	232,500	9%

Contribution Margin									
Mental Health	(54,600)	10,300	(64,800)	-629%		128,800	129,100	(300)	0%
Hamburg	(31,400)	(40,900)	9,500	23%		30,400	(800)	31,200	3900%
Health Home	1,500	13,600	(12,000)	-88%		160,300	203,900	(43,600)	-21%
Contract Senior Services	(4,200)	(8,500)	4,400	52%		2,700	(43,100)	45,800	106%
County Home Care	(5,000)	(3,100)	(1,900)	-61%		13,200	7,000	6,200	89%
CarePanion	(3,900)	(3,400)	(500)	-15%		(28,700)	7,800	(36,500)	-468%
Overall	(97,500)	(32,200)	(65,400)	-203%		306,600	303,800	2,800	1%

Administrative Costs									
Mental Health	21,000	35,000	(14,000)	-40%		202,700	181,600	21,100	12%
Hamburg	16,900	11,000	5,900	54%		137,100	111,200	25,900	23%
Health Home	5,400	6,400	(1,000)	-16%		49,600	53,200	(3,600)	-7%
Contract Senior Services	6,100	3,500	2,600	74%		39,700	25,400	14,400	57%
County Home Care	3,400	2,100	1,300	62%		23,300	18,800	4,500	24%
CarePanion	100	400	(200)	-50%		2,900	8,100	(5,100)	-63%
Overall	52,900	58,400	(5,400)	-9%		455,300	398,300	57,200	14%

Net Income (loss)									
Mental Health	(75,600)	(24,700)	(50,800)	-206%		(73,900)	(52,500)	(21,400)	-41%
Hamburg	(48,300)	(52,000)	3,600	7%		(106,700)	(112,000)	5,300	5%
Health Home	(3,800)	7,200	(11,100)	-154%		110,700	150,600	(40,000)	-27%
Contract Senior Services	(10,300)	(12,100)	1,800	15%		(37,000)	(68,500)	31,400	46%
County Home Care	(8,400)	(5,200)	(3,200)	-62%		(10,200)	(11,800)	1,700	14%
CarePanion	(4,000)	(3,800)	(300)	-8%		(31,700)	(300)	(31,400)	-10467%
Overall	(150,400)	(90,600)	(60,000)	-66%		(148,800)	(94,500)	(54,400)	-58%

*\$35,000 grant included (explains variance)

NOTES:

Program manager position open-throughout year- Clinic hired 5 clinicians and 7 resigned

Hamburg clinic has 2 open clinician positions (lots of activity with 3clinicians leaving 1st 4months, training 2 new staff-then they left. One replaced in Jan and one returning in Feb)

Derby has 3 open clinician positions. One left in November and not replaced.

Health Home still has 2 open positions ; Health Homes YTD billable visits down 17% (#enrolled also down 17%)

Sr Service case management fully staffed

2022 Carepanion Private pay program had grant funds \$35,000

2023 Private Pay Carepanion service hours decreased 38%

2023 Grants : actualized for YTD for Mental health programs (both) totaled \$38,941 (Oshei and Exhale)

Mother Cabrini grant for \$150,000 received for 2024 expenditure/ Balance of Oshei grant (\$12,500) to be spent 1st quarter 2024

Sr Service Pay Per client model contract continues. Additonal revenue from WYNIIC (\$8760) and Exhale (caregiver) ((6957)programs.

Grant revenue for caregiver program from Ralph Wilson Jr Foundation \$2947

Overall: Contribution margin increased from 2022 by 1%. Admin costs increased 14%. 2023 has resulted in all programs except Health Home having net losses

Open clinician positions top reason-Derby remained almost the same in treatment sessions 2023 from 2022. Hamburg sessions increased by 4%

Limited bid sheets for the county stunted the progress the program was making. *2022 had a \$35,000 grant