

Harmonia Collaborative Care Inc
 Monthly Financial Reporting
 Feb-23

Revenue:	Feb-23	Feb-22	\$ Variance	% Variance		2023 YTD	2022 YTD	\$ Variance	% Variance
Mental Health	128,500	124,400	4,200	3%		262,400	235,300	27,200	12%
Hamburg	67,100	73,300	(6,100)	-8%		139,100	145,900	(6,800)	-5%
Health Home	30,300	31,400	(1,100)	-4%		63,400	65,600	(2,300)	-4%
Contract Senior Services	17,000	4,800	12,200	254%		51,500	25,300	26,200	104%
County Home Care	11,600	8,800	2,800	32%		23,300	18,600	4,700	25%
CarePanion	1,000	1,100	(100)	-9%		7,800	5,300	2,500	47%
Overall	255,500	243,700	11,700	5%		547,400	496,000	51,400	10%
Expenses:									
Mental Health	90,100	102,000	(11,900)	-12%		173,100	182,800	(9,800)	-5%
Hamburg	63,700	81,200	(17,400)	-21%		120,100	148,300	(28,200)	-19%
Health Home	12,700	15,100	(2,500)	-17%		24,900	27,300	(2,400)	-9%
Contract Senior Services	21,600	15,400	6,200	40%		42,100	28,000	14,100	50%
County Home Care	9,600	9,600	0	0%		17,700	21,200	(3,500)	-17%
CarePanion	3,800	3,700	100	3%		8,200	6,800	1,400	21%
Overall	201,500	227,100	(25,600)	-11%		386,000	414,400	(28,300)	-7%
Contribution Margin									
Mental Health	38,400	22,400	16,000	71%		89,400	52,400	36,900	70%
Hamburg	3,400	(7,900)	11,300	143%		19,000	(2,400)	21,400	892%
Health Home	17,600	16,300	1,300	8%		38,500	38,400	100	0%
Contract Senior Services	(4,600)	(10,600)	6,000	57%		9,400	(2,700)	12,100	448%
County Home Care	2,000	(800)	2,800	350%		5,500	(2,700)	8,200	304%
CarePanion	(2,800)	(2,700)	(100)	-4%		(400)	(1,500)	1,100	73%
Overall	54,000	16,700	37,300	223%		161,400	81,600	79,800	98%
Administrative Costs									
Mental Health	15,700	13,500	2,200	16%		30,500	23,600	6,900	29%
Hamburg	8,200	8,000	200	3%		16,200	14,600	1,500	10%
Health Home	3,700	3,400	300	9%		7,400	6,600	800	12%
Contract Senior Services	2,100	500	1,500	300%		6,000	2,500	3,400	136%
County Home Care	1,400	1,000	500	50%		2,700	1,900	800	42%
CarePanion	100	100	0	0%		900	500	400	80%
Overall	31,200	26,500	4,700	18%		63,700	49,700	13,800	28%
Net Income (loss)									
Mental Health	22,700	8,900	13,900	156%		58,900	28,800	30,000	104%
Hamburg	(4,800)	(15,900)	11,100	70%		2,900	(17,000)	19,900	117%
Health Home	13,900	12,800	1,100	9%		31,100	31,800	(700)	-2%
Contract Senior Services	(6,700)	(11,100)	4,400	40%		3,400	(5,200)	8,600	165%
County Home Care	600	(1,700)	2,300	135%		2,800	(4,500)	7,300	162%
CarePanion	(3,000)	(2,800)	(200)	-7%		(1,300)	(2,000)	700	35%
Overall	22,700	(9,800)	32,600	333%		97,800	31,900	65,800	206%

Notes: *MH treatment session down 8% but due to increase in rates for medicaid and medicaid managed care, and some commercial, expected revenue has increased 5%.
 *Health Home billable visits decreased 9% YTD. Despite an increase in rates, expected revenue has declined based on billing to HHUNY.
 *Sr Services Case Mngmnt has full staff and due to reimbursement billing vs having met goals of previous contract style for 21-22 contract, expected revenue is 254% higher for February.
 *Both Carepanions had rate increases in January of 2023. County increased to \$31 per hour from \$28 and private pay was raised to \$23 from \$22.