

Harmonia Collaborative Care Inc
Monthly Financial Reporting
Feb-24

| Revenue: | Feb-24 | Feb-23 | \$ Variance | % Variance | | 2024 YTD | 2023 YTD | \$ Variance | % Variance |
|-----------------------------|----------------|----------------|--------------------|-------------------|--|-----------------|-----------------|--------------------|-------------------|
| Mental Health | 107,200 | 128,500 | (21,300) | -17% | | 212,000 | 262,400 | (50,400) | -19% |
| Hamburg | 96,100 | 67,100 | 29,000 | 43% | | 168,700 | 139,100 | 29,600 | 21% |
| Health Home | 24,000 | 30,300 | (6,300) | -21% | | 49,400 | 59,400 | (10,000) | -17% |
| Contract Senior Services | 20,200 | 17,100 | 3,100 | 18% | | 55,800 | 51,600 | 4,100 | 8% |
| County Home Care | 14,400 | 11,600 | 2,800 | 24% | | 28,900 | 23,300 | 5,600 | 24% |
| CarePanion | 600 | 1,000 | (400) | -40% | | 4,100 | 7,800 | (3,700) | -47% |
| Overall | 262,500 | 255,600 | 6,900 | 3% | | 518,900 | 543,600 | (24,700) | -5% |
| Expenses: | | | | | | | | | |
| Mental Health | 85,700 | 90,100 | (4,400) | -5% | | 190,700 | 173,100 | 17,700 | 10% |
| Hamburg | 68,600 | 62,700 | 5,900 | 9% | | 121,100 | 120,100 | 1,000 | 1% |
| Health Home | 14,200 | 12,700 | 1,600 | 13% | | 26,000 | 24,900 | 1,100 | 4% |
| Contract Senior Services | 21,200 | 21,600 | (400) | -2% | | 40,000 | 42,100 | (2,000) | -5% |
| County Home Care | 11,900 | 9,600 | 2,300 | 24% | | 22,900 | 17,700 | 5,200 | 29% |
| CarePanion | 3,300 | 3,800 | (500) | -13% | | 6,100 | 8,200 | (2,100) | -26% |
| Overall | 204,900 | 200,500 | 4,500 | 2% | | 406,900 | 386,000 | 20,900 | 5% |
| Contribution Margin | | | | | | | | | |
| Mental Health | 21,600 | 38,400 | (16,900) | -44% | | 21,300 | 89,400 | (68,100) | -76% |
| Hamburg | 27,500 | 4,400 | 23,100 | 525% | | 47,600 | 19,000 | 28,600 | 151% |
| Health Home | 9,700 | 17,600 | (7,800) | -44% | | 23,500 | 34,600 | (11,100) | -32% |
| Contract Senior Services | (1,000) | (4,500) | 3,500 | 78% | | 15,700 | 9,500 | 6,200 | 65% |
| County Home Care | 2,500 | 2,000 | 500 | 25% | | 6,000 | 5,500 | 500 | 9% |
| CarePanion | (2,700) | (2,800) | 100 | 4% | | (2,000) | (400) | (1,600) | -400% |
| Overall | 57,600 | 55,100 | 2,400 | 4% | | 112,000 | 157,600 | (45,600) | -29% |
| Administrative Costs | | | | | | | | | |
| Mental Health | 20,500 | 15,700 | 4,800 | 31% | | 36,400 | 30,700 | 5,600 | 18% |
| Hamburg | 18,300 | 8,200 | 10,100 | 123% | | 28,900 | 16,300 | 12,700 | 78% |
| Health Home | 4,600 | 3,700 | 900 | 24% | | 8,500 | 7,000 | 1,500 | 21% |
| Contract Senior Services | 3,900 | 2,100 | 1,800 | 86% | | 9,600 | 6,000 | 3,500 | 58% |
| County Home Care | 2,700 | 1,400 | 1,300 | 93% | | 5,000 | 2,700 | 2,200 | 81% |
| CarePanion | 100 | 100 | 0 | 0% | | 700 | 900 | (200) | -22% |
| Overall | 50,100 | 31,200 | 18,900 | 61% | | 89,100 | 63,600 | 25,300 | 40% |
| Net Income (loss) | | | | | | | | | |
| Mental Health | 1,100 | 22,700 | (21,700) | -96% | | (15,100) | 58,700 | (73,700) | -126% |
| Hamburg | 9,100 | (3,800) | 12,900 | 339% | | 18,700 | 2,800 | 15,900 | 3% |
| Health Home | 5,200 | 13,900 | (8,700) | -63% | | 15,000 | 27,600 | (12,600) | -46% |
| Contract Senior Services | (4,800) | (6,600) | 1,700 | 26% | | 6,200 | 3,501 | 2,700 | 77% |
| County Home Care | (200) | 600 | (800) | -133% | | 1,000 | 2,800 | (1,800) | -64% |
| CarePanion | (2,900) | (3,000) | 100 | 3% | | (2,700) | (1,300) | (1,400) | -108% |
| Overall | 7,500 | 23,800 | (16,500) | -69% | | 23,100 | 94,101 | (70,900) | -75% |

Notes: *MH treatment session YTD are 11% below last year. Referrals are down 33%. . Due to resignations, we are on a wait list. Hamburg did add one clinician in January *Health Home billable visits decreased 11% YTD. *Sr Services Case Mngmnt has full staff . Reimbursement contract continues for start of new contract year.
*Private Pay Carepanions had a rate increase in January of 2024. Private pay was raised to \$24 from \$23. County Carepanion visits increased by 8%. Private Pay visits decreased by 49%.
\$18,500 in Town money was actualized for Sr Service Case Management and Private Pay Carepanion and is included on this report.