



Harmonia Collaborative Care
March 2022 Minutes
Wednesday March 16, 2022

Members Present: Howard Martin, Sue Jasinski, Lou Atti, Christine Kluckhohn, John Grennell, and Raj Patel

Staff: Valerie Nowak and Michelle Chiappetta

Consultants: The Magellan Group

Excused: Kathleen Armstrong

Howard Martin called the meeting to order at 8:15.

MOTION: Motion to approve March 2022 meeting minutes by Lou Atti and seconded by Sue Jasinski. **Motion Carried.**

Department Reports

Service reports and volumes per service area provided. See attached detail reports of each service area. Valerie reported that two educational sessions occurred for Opioid Emergency Narcan. Installing two wall kits, one at each facility.

CEO report was provided. CEO highlighted the following: 1) Staffing open positions and shortage discussed. 2) Three 5 star reviews on Google 3) Building Committee on hold. Will determine needs assessment based on clinician numbers and volume.

Finance Report

- **Financials February:** Monthly Revenue overall \$273,700. 5% greater than 2021 (>\$ 13,700) and 12% greater (>\$55,800) YTD to 2021. Monthly Net income (\$23,300), 74 % less than 2021 (<\$65,800). YTD Net Income \$152,200, 22% less than 2021 (<\$42,200). Reviewed each service area to income (contribution margin).
- Finance Director did an excellent job summarizing 2021 actual to budget year-end. With grants net revenue \$309,800 at year-end. December 2020 to 2021 revenue was 35% increase and 58% increase in expense. Noted significant increase in Administration. Praised by Raj Patel the financial success of 2021 during a difficult year especially for a healthcare organization.

Strategic Plan 2022-2024. Quarterly update provided by The Magellan Group. See detailed updated document. The four core areas: Programs, People, Strategy, and Fiscal Viability were reviewed and discussed.

- **New Business:**

- 1) **Board Recruitment.** Discussed vacant positions and opportunity to post recruitment. Howard will reach out to JC Seneca for suggestion. Feel that a lawyer and healthcare individuals needed.
- 2) **CEO Evaluation:** Input from board members received. Should be finalized in next week.

Adjourn at 9:40AM.

Christine J. Kluckhohn PT, DPT, MSHSA