



Harmonia Collaborative Care

March 2024 Minutes

March 20, 2024

Members Present:

Howard Martin, Lou Atti, John Grennell, Christine Kluckhohn, Tristan Keelan, and Francesca Tioleco

Staff: Valerie Nowak

Excused: Raj Patel and Michelle Chiappetta

Howard Martin called the meeting to order at 8:16am

Motion made by Francesca Tioleco to accept February 2024 minutes, seconded by Lou Atti. **Motion Carried.**

Introduction of Laura Spencer, PhD, LMHC, New Director of MH Clinics

Compliance Presentation- Beverly Eagan, HR & Compliance Specialist. Beverly provided in-depth presentation of HCC Work Plan. Educated BOD on the three purposes of a compliance Program: Prevention, Detection and Correction. Beverly provided an 8- Element Compliance Program to detect, prevent fraud, waste and abuse.

Departments Report

Service reports and volumes per service area provided. See attached detail report of each service area.

CEO report was provided. CEO highlighted the following: 1) RFP for contract to continue to provide PCA1 (CarePanion Services) was awarded by Erie County. 2) Upper Edge pursuing DOH Statewide HCFT, Foundation 214 and NYS OMH Grants. 3) COI for Foundation submitted for filing. 4) Finalist in Best Places To Work, with event on March 28, 2024.

Finance Report December 2023: Monthly Revenue overall \$256,400, 11% less than 2023 (<\$31,600) and 11% less than TYD 2023 (<\$31,600). Monthly Net income was \$15,500, 78% less than (<\$54,600) 2023. YTD Net Income is \$15,500, 78% less than 2023 (<\$54,600). Reviewed each service area to income and contribution margin. See specific notes provided by Michelle for further detail and explanation to finance performance. Currently have a waitlist for MH services.

Hiring is critical to our performance. A Rolling 13 month revenue snapshot document was shared.

Committee Reports

- **Governance and Executive-** See minutes of February 22, 2024 in portal.
- **Finance-Investment-Raj Patel** excused. Next meeting March 25, 2024. No additional update

• **Sub-Committees/Work Groups Report**

- **Marketing and Development** “Garden Party” June 13, 2024. Updates on sponsorships and vendors given. Tickets on website.
- **Strategic Planning.** Meeting April 12, 2024.

Old Business

- **Vision and Planning Workgroup.** No new updates. This workgroup will feed into Strategic Plan. Focus on current and future of organization.

Chris Kluckhohn motioned to adjourn, second by Francesca Tioleco. **Motion Carried** 9:35am

Submitted by Christine J. Kluckhohn PT, DPT, MSHSA