

Harmonia Collaborative Care Inc
Monthly Financial Reporting
Jan-23

Revenue:	Jan-23	Jan-22	\$ Variance	% Variance		2023 YTD	2022 YTD	\$ Variance	% Variance
Mental Health	133,900	110,900	23,000	21%		133,900	110,900	23,000	21%
Hamburg	72,000	72,600	(600)	-1%		72,000	72,600	(600)	-1%
Health Home	30,300	34,300	(4,000)	-12%		30,300	34,300	(4,000)	-12%
Contract Senior Services	34,500	20,500	14,000	68%		34,500	20,500	14,000	68%
County Home Care	11,700	9,800	1,900	19%		11,700	9,800	1,900	19%
CarePanion	6,800	4,200	2,500	60%		6,800	4,200	2,500	60%
Overall	289,100	252,300	36,900	15%		289,100	252,300	36,900	15%
Expenses:									
Mental Health	82,700	80,900	1,800	2%		82,700	80,900	1,800	2%
Hamburg	57,400	67,100	(9,800)	-15%		57,400	67,100	(9,800)	-15%
Health Home	12,200	12,100	100	1%		12,200	12,100	100	1%
Contract Senior Services	20,500	12,500	8,000	64%		20,500	12,500	8,000	64%
County Home Care	8,100	11,600	(3,500)	-30%		8,100	11,600	(3,500)	-30%
CarePanion	4,400	3,100	1,300	42%		4,400	3,100	1,300	42%
Overall	185,300	187,300	(2,100)	-1%		185,300	187,300	(2,100)	-1%
Contribution Margin									
Mental Health	51,200	30,000	21,200	71%		51,200	30,000	21,200	71%
Hamburg	14,600	5,500	9,100	165%		14,600	5,500	9,100	165%
Health Home	18,100	22,100	(4,100)	-19%		18,100	22,100	(4,100)	-19%
Contract Senior Services	14,000	8,000	6,100	76%		14,000	8,000	6,100	76%
County Home Care	3,500	(1,900)	5,400	-284%		3,500	(1,900)	5,400	-284%
CarePanion	2,400	1,200	1,200	100%		2,400	1,200	1,200	100%
Overall	103,900	64,900	38,900	60%		103,900	64,900	38,900	60%
Administrative Costs									
Mental Health	15,100	10,200	4,900	48%		15,100	10,200	4,900	48%
Hamburg	8,100	6,700	1,500	22%		8,100	6,700	1,500	22%
Health Home	3,400	3,200	300	9%		3,400	3,200	300	9%
Contract Senior Services	3,900	1,900	2,000	105%		3,900	1,900	2,000	105%
County Home Care	1,300	900	400	44%		1,300	900	400	44%
CarePanion	800	400	400	100%		800	400	400	100%
Overall	32,600	23,300	9,500	41%		32,600	23,300	9,500	41%
Net Income (loss)									
Mental Health	36,100	19,800	16,300	82%		36,100	19,800	16,300	82%
Hamburg	6,500	(1,200)	7,700	-642%		6,500	(1,200)	7,700	-642%
Health Home	14,600	19,000	(4,400)	-23%		14,600	19,000	(4,400)	-23%
Contract Senior Services	10,100	6,100	4,000	66%		10,100	6,100	4,000	66%
County Home Care	2,200	(2,800)	5,000	-179%		2,200	(2,800)	5,000	-179%
CarePanion	1,600	800	900	113%		1,600	800	900	113%
Overall	71,100	41,700	29,500	71%		71,100	41,700	29,500	71%

Notes:

*MH treatment session down 7% but due to increase in rates for medicaid and medicaid managed care, and some commercial, expected revenue has increased 21%.
*Health Home billable visits decreased 13%. 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 19% higher for January.
*Both Carepanions had rate increases since January of 2022. County increased to \$31 per hour from \$28 and private pay was raised to \$23 from \$22.