

Harmonia Collaborative Care Inc  
Monthly Financial Reporting  
Jul-22

<b>Revenue:</b>	<b>Jul-22</b>	<b>Jul-21</b>	<b>\$ Variance</b>	<b>% Variance</b>		<b>2022 YTD</b>	<b>2021 YTD</b>	<b>\$ Variance</b>	<b>% Variance</b>
Mental Health	89,700	104,000	(14,300)	-14%		706,500	731,400	(24,900)	-3%
Hamburg	66,900	52,200	14,700	28%		504,700	407,700	97,000	24%
Health Home	32,200	42,500	(10,300)	-24%		227,900	256,500	(28,600)	-11%
Contract Senior Services	11,800	18,700	(6,900)	-37%		91,200	193,800	(102,600)	-53%
County Home Care	12,600	11,700	900	8%		73,700	56,900	16,800	30%
CarePanion	3,300	6,800	(3,500)	-51%		14,000	34,600	(20,600)	-60%
<b>Overall</b>	<b>216,500</b>	<b>235,900</b>	<b>(19,400)</b>	<b>-8%</b>		<b>1,618,000</b>	<b>1,681,000</b>	<b>(63,000)</b>	<b>-4%</b>
<b>Expenses:</b>									
Mental Health	78,300	96,500	(18,200)	-19%		629,400	601,200	28,200	5%
Hamburg	54,900	40,800	14,100	35%		460,500	288,300	172,200	60%
Health Home	13,700	21,200	(7,600)	-36%		99,400	108,100	(8,700)	-8%
Contract Senior Services	15,100	14,800	300	2%		114,700	110,700	4,100	4%
County Home Care	10,100	10,100	0	0%		69,000	54,600	14,500	27%
CarePanion	5,000	5,500	(600)	-11%		26,500	29,700	(3,200)	-11%
<b>Overall</b>	<b>176,900</b>	<b>188,900</b>	<b>(12,000)</b>	<b>-6%</b>		<b>1,399,600</b>	<b>1,192,600</b>	<b>207,000</b>	<b>17%</b>
<b>Contribution Margin</b>									
Mental Health	11,400	7,500	4,000	53%		77,100	130,200	(53,200)	-41%
Hamburg	12,000	11,400	600	5%		44,200	119,400	(75,200)	-63%
Health Home	18,600	21,200	(2,700)	-13%		128,500	148,500	(19,900)	-13%
Contract Senior Services	(3,300)	3,900	(7,200)	-185%		(23,600)	83,100	(106,700)	-128%
County Home Care	2,500	1,600	900	56%		4,700	2,300	2,400	104%
CarePanion	(1,700)	1,200	(2,900)	-242%		(12,500)	4,900	(17,400)	-355%
<b>Overall</b>	<b>39,500</b>	<b>46,900</b>	<b>(7,400)</b>	<b>-16%</b>		<b>218,400</b>	<b>488,400</b>	<b>(270,000)</b>	<b>-55%</b>
<b>Administrative Costs</b>									
Mental Health	13,200	9,900	3,200	32%		88,000	72,500	15,600	22%
Hamburg	9,800	5,000	4,800	96%		62,900	40,400	22,500	56%
Health Home	4,700	4,100	700	17%		28,400	25,400	3,000	12%
Contract Senior Services	1,700	1,800	(100)	-6%		11,400	19,200	(7,800)	-41%
County Home Care	1,800	1,100	700	64%		9,200	5,600	3,500	63%
CarePanion	500	600	(200)	-33%		1,700	3,400	(1,700)	-50%
<b>Overall</b>	<b>31,700</b>	<b>22,500</b>	<b>9,100</b>	<b>40%</b>		<b>201,600</b>	<b>166,500</b>	<b>35,100</b>	<b>21%</b>
<b>Net Income (loss)</b>									
Mental Health	(1,700)	(2,500)	700	-28%		(11,000)	57,800	(68,700)	-119%
Hamburg	2,200	6,500	(4,300)	-66%		(18,700)	79,000	(97,700)	-124%
Health Home	13,800	17,200	(3,300)	-19%		100,100	123,000	(22,900)	-19%
Contract Senior Services	(5,000)	2,100	(7,200)	-343%		(34,900)	63,900	(98,900)	-155%
County Home Care	700	500	200	40%		(4,500)	(3,300)	(1,200)	-36%
CarePanion	(2,200)	600	(2,800)	-467%		(14,200)	1,500	(15,700)	-1047%
<b>Overall</b>	<b>7,800</b>	<b>24,400</b>	<b>(16,700)</b>	<b>-68%</b>		<b>16,800</b>	<b>321,900</b>	<b>(305,100)</b>	<b>-95%</b>

Notes:

2 coordinator positions open- 2 left in 1st qtr-adjusted to a need for 2 in July  
Hamburg clinic has 3 open clinician positions  
Derby has 2 open clinician positions and 2 coordinators (clinic coordinator to be shared)  
Each location has a full time nurse in 2022 (another starting in August to be shared)

2021 Carepanion Private pay program had grant funds YTD were \$24,200  
\*\*(total for agency was \$13,616 for month / \$106,400 for year)  
2021 Grants for YTD for Mental health programs (both) totaled \$54,200  
Sr Service Pay Per client model 2021 vs expenses reimbursement model 2022=Reduction of income of \$74,100 (April)

Bad Debt writeoffs are high due to non-credentialed staff. time is 3-6 months to get Nurses credentialed