

Harmonia Colloborative Care

For the Month of	July 2023	August 2023	September 2023	October 2023	November 2023	December 2023	January 2024	February 2024	March 2024	April 2024	May 2024	June 2024	July 2024	Trailing Twelve Months (TTM)
Revenues and other support:														
Service revenue	241,700	220,800	229,400	231,800	219,000	207,900	227,100	239,500	218,250	232,600	259,600	201,688	187,820	\$ 2,675,458
Grant revenue			20,500	5,600	500	6,200	10,300	22,800	14,000	3,500	7,779	8,061	10,680	\$ 109,920
Town Revenue							18,500	0	12,750	0	0	0	0	\$ 31,250
Donations/Misc Inc	100	200	2,400	1,200	700	3,400	900	200	5,400	200	340	18,208	2,439	\$ 35,587
Total revenues and other support	241,800	221,000	252,300	238,600	220,200	217,500	256,800	262,500	250,400	236,300	267,719	227,957	200,939	\$ 2,852,215
Expenses:														
Salaries and wages	173,177	167,776	246,052	171,809	235,651	263,800	165,900	170,200	290,700	203,500	196,038	162,079	213,007	2,486,512
Mandated Fringes	15,664	13,910	18,114	14,361	17,228	25,300	19,700	18,200	25,500	16,500	15,900	13,755	16,435	214,903
Non-mandated Fringes	12,059	13,928	7,915	11,617	16,156	6,400	13,500	14,100	15,100	15,800	14,400	6,350	18,505	153,771
OTPS	33,365	41,706	29,492	49,935	29,677	62,200	36,600	55,100	59,200	51,100	63,400	52,760	48,936	580,106
Rent	1,456	1,456	1,456	1,456	1,456	1,456	1,456	1,456	1,456	1,456	1,456	1,456	1,456	17,472
Bad Debt	3,280	8,621	14,277	11,264	1,981	10,600	9,000	3,300	7,000	14,400	1,400	2,190	3,090	87,123
Total expenses	239,001	247,397	317,306	260,442	302,149	369,756	246,156	262,356	398,956	302,756	292,594	238,590	301,429	3,539,887
Income from operations	2,799	-26,397	-65,006	-21,842	-81,949	-152,256	10,644	144	-148,556	-66,456	-24,875	-10,633	-100,490	(687,672)
Nonoperating revenues and expenses:														
Investment interes/dividendt income	7	11	10	657	825	43,800	140	1,616	2,049	1,112	1,901	3,579	1,115	56,815
Other nonoperating income	46	44	31	39	37	34	1,100	29	1,000	25	22	20	17	2,398
Total nonoperating revenues and expenses	53	55	41	696	862	43,834	1,240	1,645	3,049	1,137	1,923	3,599	1,132	59,213
Excess of revenues over expenses	\$ 2,852	\$ (26,342)	\$ (64,965)	\$ (21,146)	\$ (81,087)	\$ (108,422)	\$ 11,884	\$ 1,789	\$ (145,507)	\$ (65,319)	\$ (22,952)	\$ (7,034)	\$ (99,358)	(628,459)
Accounts Recievable	MH	673,600	698,900	566,100	599,900	624,650	612,100	598,800	592,958	564,065	344,065	345,146	326,895	306,650
	Total	835,600	818,400	668,600	691,300	727,500	730,300	762,500	745,636	663,058	460,846	458,623	454,135	432,007
Bank Balance		480,428	519,070	566,183	526,389	390,465	494,928	473,794	438,834	361,234	355,650	354,425	333,044	277,001
Discretionary													69,466	0
Grant Cash													153,608	171,064
Line of Credit Balance Avaialable											245,000	245,000	245,000	
# of clinicians	14	13	14	14	13	11	11	10	11	11.5	10.5	9.5	9.5	

Harmonia Collaborative Care Inc
Monthly Financial Reporting
Jul-24

Revenue:	Jul-24	Jul-23	\$ Variance	% Variance		2024 YTD	2023 YTD	\$ Variance	% Variance
Mental Health	78,100	108,600	(30,600)	-28%		660,700	918,800	(258,100)	-28%
Hamburg	49,600	74,300	(24,700)	-33%		538,000	536,600	1,400	0%
Health Home	33,300	28,500	4,800	17%		200,400	206,900	(6,400)	-3%
Contract Senior Services	20,300	17,200	3,100	18%		153,800	181,000	(27,200)	-15%
County Home Care	17,000	12,000	5,000	42%		111,900	94,400	17,500	19%
CarePanion	300	800	(500)	-63%		10,400	16,100	(5,700)	-35%
Overall	198,500	241,500	(43,000)	-18%		1,675,200	1,953,800	(278,600)	-14%
Expenses:									
Mental Health	101,800	98,500	3,300	3%		726,500	682,100	44,400	7%
Hamburg	75,800	65,400	10,400	16%		526,300	474,900	51,400	11%
Health Home	24,400	11,700	12,700	109%		118,900	96,400	22,500	23%
Contract Senior Services	24,500	17,800	6,800	38%		163,700	150,400	13,300	9%
County Home Care	14,900	9,800	5,100	52%		98,300	80,400	17,900	22%
CarePanion	3,400	3,000	400	13%		23,800	27,400	(3,700)	-14%
Overall	244,800	206,100	38,700	19%		1,657,300	1,511,500	145,800	10%
Contribution Margin									
Mental Health	(23,700)	10,100	(33,800)	-335%		(65,800)	236,700	(302,500)	-128%
Hamburg	(26,200)	8,900	(35,100)	-394%		11,700	61,700	(50,000)	-81%
Health Home	8,900	16,800	(7,900)	-47%		81,600	110,500	(28,900)	-26%
Contract Senior Services	(4,200)	(500)	(3,700)	-740%		(9,800)	30,600	(40,500)	-132%
County Home Care	2,100	2,200	(100)	-5%		13,600	14,000	(400)	-3%
CarePanion	(3,100)	(2,200)	(900)	-41%		(13,400)	(11,300)	(2,100)	-19%
Overall	(46,300)	35,400	(81,700)	-231%		17,900	442,300	(424,400)	-96%
Administrative Costs									
Mental Health	18,400	13,900	4,500	32%		134,500	119,000	15,500	13%
Hamburg	11,700	9,500	2,200	23%		109,500	69,500	40,000	58%
Health Home	7,800	3,600	4,200	117%		40,800	26,800	14,000	52%
Contract Senior Services	4,800	2,200	2,600	118%		31,300	23,400	7,900	34%
County Home Care	4,000	1,500	2,500	167%		22,800	12,200	10,600	87%
CarePanion	100	100	0	0%		2,100	2,100	0	0%
Overall	46,800	30,800	16,000	52%		341,000	253,000	88,000	35%
Net Income (loss)									
Mental Health	(42,100)	(3,800)	(38,400)	-1011%		(200,300)	117,700	(318,000)	-270%
Hamburg	(37,900)	(600)	(37,300)	-6217%		(97,800)	(7,800)	(90,000)	-1154%
Health Home	1,000	13,200	(12,100)	-92%		40,800	83,700	(42,900)	-51%
Contract Senior Services	(9,000)	(2,700)	(6,300)	233%		(41,200)	7,200	(48,300)	-671%
County Home Care	(1,900)	700	(2,600)	-371%		(9,100)	1,800	(11,000)	-611%
CarePanion	(3,200)	(2,300)	(900)	-39%		(15,500)	(13,400)	(2,100)	-16%
Overall	(93,100)	4,500	(97,600)	-2169%		(323,100)	189,200	(512,300)	-271%

Notes: *MH treatment session YTD are 17% below last year (Derby down 31%, schools down 8% and Hamburg up 6%). Referrals are down 61%, impacted by wait list . Due to resignations, we are on a wait list.
*Health Home billable visits decreased 3% 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 YTD visits increased by 23% compared to last year. Private Pay visits decreased by 36%.
* This report is program revenue only. Does not include discretionary money. that is found on 13 month summary