

Harmonia Collaborative Care Inc
Monthly Financial Reporting
Jun-22

Revenue:	Jun-22	Jun-21	\$ Variance	% Variance		2022 YTD	2021 YTD	\$ Variance	% Variance
Mental Health	83,300	94,100	(10,900)	-12%		616,700	627,400	(10,700)	-2%
Hamburg	62,900	66,200	(3,400)	-5%		437,700	355,500	82,200	23%
Health Home	34,900	40,900	(6,000)	-15%		191,900	214,100	(22,100)	-10%
Contract Senior Services	11,800	13,200	(1,400)	-11%		79,400	175,100	(95,600)	-55%
County Home Care	12,600	10,100	2,500	25%		61,100	45,100	15,900	35%
CarePanion	1,400	4,700	(3,200)	-68%		10,700	27,800	(17,100)	-62%
Overall	206,900	229,100	(22,300)	-10%		1,397,600	1,445,100	(47,500)	-3%
Expenses:									
Mental Health	76,900	83,600	(6,700)	-8%		550,800	504,700	46,100	9%
Hamburg	56,000	37,700	18,300	49%		405,500	247,600	157,900	64%
Health Home	11,600	14,300	(2,700)	-19%		85,800	88,800	(3,100)	-3%
Contract Senior Services	14,800	12,200	2,600	21%		99,700	95,900	3,800	4%
County Home Care	8,200	7,200	1,000	14%		59,900	44,500	15,500	35%
CarePanion	3,000	4,000	(1,100)	-28%		21,500	24,200	(2,700)	-11%
Overall	170,400	159,000	11,400	7%		1,223,100	1,005,600	217,400	22%
Contribution Margin									
Mental Health	6,400	10,500	(4,200)	-40%		66,000	122,800	(56,800)	-46%
Hamburg	6,900	28,600	(21,600)	-76%		32,200	107,900	(75,700)	-70%
Health Home	23,300	26,600	(3,300)	-12%		106,200	125,200	(19,000)	-15%
Contract Senior Services	(3,000)	1,000	(4,000)	-400%		(20,200)	79,200	(99,400)	-126%
County Home Care	4,400	2,900	1,500	52%		1,200	700	500	71%
CarePanion	(1,500)	600	(2,200)	-367%		(10,800)	3,700	(14,400)	-389%
Overall	36,500	70,200	(33,700)	-48%		174,600	439,500	(264,900)	-60%
Administrative Costs									
Mental Health	11,400	9,200	2,200	24%		75,200	62,500	12,600	20%
Hamburg	8,600	6,500	2,200	34%		53,300	35,400	17,900	51%
Health Home	4,800	4,000	800	20%		23,400	21,300	2,100	10%
Contract Senior Services	1,600	1,300	300	23%		9,700	17,400	(7,800)	-45%
County Home Care	1,700	1,000	700	70%		7,400	4,500	2,900	64%
CarePanion	200	500	(300)	-60%		1,300	2,800	(1,500)	-54%
Overall	28,300	22,500	5,900	26%		170,300	143,900	26,200	18%
Net Income (loss)									
Mental Health	(5,100)	1,300	(6,400)	-492%		(9,200)	60,200	(69,400)	-115%
Hamburg	(1,700)	22,100	(23,800)	-108%		(21,100)	72,500	(93,600)	-129%
Health Home	18,500	22,600	(4,100)	-18%		82,800	103,900	(21,100)	-20%
Contract Senior Services	(4,600)	(300)	(4,300)	-1433%		(29,900)	61,800	(91,700)	-148%
County Home Care	2,600	1,900	700	37%		(6,300)	(3,800)	(2,500)	-66%
CarePanion	(1,700)	200	(1,900)	-950%		(12,100)	900	(13,000)	-1444%
Overall	8,000	47,800	(39,800)	-83%		4,200	295,500	(291,300)	-99%

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 \$21,000

**total for agency was \$12,000 for month / \$92,800 for year)

2021 Grants for YTD for Mental health programs (both) totaled \$43,000

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