

Harmonia Collaborative Care Inc  
Monthly Financial Reporting  
Jun-23

<b>Revenue:</b>	<b>Jun-23</b>	<b>Jun-22</b>	<b>\$ Variance</b>	<b>% Variance</b>		<b>2023 YTD</b>	<b>2022 YTD</b>	<b>\$ Variance</b>	<b>% Variance</b>
Mental Health	124,900	83,300	41,600	50%		806,900	616,800	190,100	31%
Hamburg	81,800	63,000	18,800	30%		462,300	437,800	24,500	6%
Health Home	29,700	34,900	(5,200)	-15%		185,900	197,200	(11,300)	-6%
Contract Senior Services	24,100	11,800	12,300	104%		167,000	79,400	87,600	110%
County Home Care	12,900	12,600	300	2%		82,400	61,100	21,300	35%
CarePanion	800	1,400	(700)	-50%		15,300	10,700	4,600	43%
<b>Overall</b>	<b>274,200</b>	<b>207,000</b>	<b>67,200</b>	<b>32%</b>		<b>1,719,800</b>	<b>1,403,000</b>	<b>316,800</b>	<b>23%</b>
<b>Expenses:</b>									
Mental Health	95,400	77,300	18,100	23%		579,000	551,200	27,900	5%
Hamburg	64,600	56,200	8,400	15%		407,600	405,700	1,900	0%
Health Home	12,400	11,600	900	8%		84,200	87,100	(2,900)	-3%
Contract Senior Services	17,200	14,800	2,400	16%		132,000	99,700	32,400	32%
County Home Care	10,700	8,200	2,500	30%		70,400	58,900	11,400	19%
CarePanion	3,400	3,000	400	13%		24,200	21,500	2,700	13%
<b>Overall</b>	<b>203,800</b>	<b>171,000</b>	<b>32,800</b>	<b>19%</b>		<b>1,297,300</b>	<b>1,224,000</b>	<b>73,400</b>	<b>6%</b>
<b>Contribution Margin</b>									
Mental Health	29,500	6,000	23,500	392%		227,900	65,600	162,300	247%
Hamburg	17,200	6,800	10,400	153%		54,700	32,100	22,600	70%
Health Home	17,300	23,300	(6,000)	-26%		101,700	110,100	(8,400)	-8%
Contract Senior Services	6,900	(3,000)	9,900	330%		35,000	(20,300)	55,300	272%
County Home Care	2,100	4,400	(2,200)	-50%		12,100	2,200	9,900	450%
CarePanion	(2,600)	(1,500)	(1,100)	-73%		(8,900)	(10,800)	1,900	18%
<b>Overall</b>	<b>70,500</b>	<b>36,000</b>	<b>34,500</b>	<b>96%</b>		<b>422,400</b>	<b>179,000</b>	<b>243,500</b>	<b>136%</b>
<b>Administrative Costs</b>									
Mental Health	15,200	11,400	3,700	32%		103,800	74,600	29,100	39%
Hamburg	9,900	8,700	1,300	15%		59,500	53,000	6,500	12%
Health Home	3,600	4,800	(1,200)	-25%		23,900	23,900	0	0%
Contract Senior Services	2,900	1,600	1,300	81%		21,500	9,600	11,900	124%
County Home Care	1,600	1,700	(200)	-12%		10,600	7,400	3,200	43%
CarePanion	100	200	(100)	-50%		2,000	1,300	700	54%
<b>Overall</b>	<b>33,300</b>	<b>28,400</b>	<b>4,800</b>	<b>17%</b>		<b>221,300</b>	<b>169,800</b>	<b>51,400</b>	<b>30%</b>
<b>Net Income (loss)</b>									
Mental Health	14,300	(5,400)	19,800	367%		124,100	(9,000)	133,100	1479%
Hamburg	7,300	(1,800)	9,100	-506%		(4,800)	(20,800)	16,100	77%
Health Home	13,700	18,500	(4,900)	-26%		77,800	86,300	(8,500)	-10%
Contract Senior Services	4,000	(4,600)	8,600	187%		13,500	(29,899)	43,400	145%
County Home Care	600	2,600	(2,100)	-81%		1,500	(5,200)	6,700	129%
CarePanion	(2,700)	(1,700)	(1,000)	-59%		(10,800)	(12,100)	1,200	10%
<b>Overall</b>	<b>37,200</b>	<b>7,600</b>	<b>29,500</b>	<b>388%</b>		<b>201,300</b>	<b>9,301</b>	<b>192,000</b>	<b>2064%</b>

**Notes:** \*MH treatment session YTD are about the same as last year. Medicaid rates increased 11% this year and is reflected in the higher revenue amounts  
\*Health Home billable visits decreased 21% YTD. Despite an increase in rates, expected revenue has declined based on billings to HHUNY generated by type of client seen. \*Sr Services Case Mngmnt has full staff vs April of last year. Reimbursement contract continues for start of new contract year. YTD \$4690 has been earned from WYNIIC \$8058 has been earned through the Exhale program  
\*Private Pay Carepanions had a rate increase in January of 2023. Private pay was raised to \$23 from \$22. In April, when the new contract started, the County Rate increased from \$31 to \$34 per hour. from # of County Carepanion visits has increased from last year by 21% (212 visits) and Private Pay Carepanion visits decreased 32% YTD (112.50 visits)  
\$4000 of Town money was actualized in May for the Private Pay Carepanion program and is part of revenue on this report. Also, \$8,000 in Town money was actualized for Sr Service Case Management and is on this report.