

Harmonia Collaborative Care Inc
Monthly Financial Reporting
Mar-23

Revenue:	Mar-23	Mar-22	\$ Variance	% Variance		2023 YTD	2022 YTD	\$ Variance	% Variance
Mental Health	147,400	122,200	25,200	21%		409,800	357,500	52,300	15%
Hamburg	74,600	90,200	(15,600)	-17%		213,800	236,100	(22,400)	-9%
Health Home	30,100	29,400	700	2%		93,400	95,000	(1,600)	-2%
Contract Senior Services	33,100	24,000	9,100	38%		84,500	49,300	35,300	72%
County Home Care	16,700	10,000	6,700	67%		40,000	28,600	11,400	40%
CarePanion	1,000	1,400	(400)	-29%		8,800	6,700	2,100	31%
Overall	302,900	277,200	25,600	9%		850,300	773,200	77,100	10%
Expenses:									
Mental Health	120,100	94,000	26,100	28%		293,100	276,800	16,300	6%
Hamburg	87,600	65,000	22,600	35%		207,700	213,300	(5,600)	-3%
Health Home	20,000	14,000	6,100	44%		44,900	41,200	3,700	9%
Contract Senior Services	35,700	16,400	19,300	118%		77,700	44,400	33,400	75%
County Home Care	17,400	8,500	8,900	105%		35,200	29,800	5,400	18%
CarePanion	4,700	3,500	1,200	34%		12,900	10,300	2,600	25%
Overall	285,500	201,400	84,100	42%		671,500	615,800	55,800	9%
Contribution Margin									
Mental Health	27,300	28,200	(900)	-3%		116,700	80,700	36,000	45%
Hamburg	(12,900)	25,200	(38,200)	152%		6,100	22,800	(16,700)	-73%
Health Home	10,000	15,400	(5,400)	-35%		48,500	53,800	(5,300)	-10%
Contract Senior Services	(2,600)	7,600	(10,200)	134%		6,800	4,900	1,900	39%
County Home Care	(700)	1,500	(2,200)	147%		4,800	(1,200)	6,000	500%
CarePanion	(3,700)	(2,100)	(1,600)	-76%		(4,100)	(3,600)	(500)	14%
Overall	17,400	75,800	(58,400)	-77%		178,700	157,400	21,300	14%
Administrative Costs									
Mental Health	23,100	12,100	11,000	91%		53,500	35,700	17,800	50%
Hamburg	11,700	8,900	2,800	31%		27,900	23,600	4,400	19%
Health Home	4,700	2,900	1,800	62%		12,200	9,500	2,700	28%
Contract Senior Services	5,200	2,400	2,800	117%		11,000	4,900	6,100	124%
County Home Care	2,600	1,000	1,600	160%		5,200	2,900	2,400	83%
CarePanion	200	100	0	0%		1,100	700	500	71%
Overall	47,500	27,400	20,000	73%		110,900	77,300	33,900	44%
Net Income (loss)									
Mental Health	4,300	16,200	(11,900)	-73%		63,200	45,000	18,200	40%
Hamburg	(24,600)	16,300	(40,900)	251%		(21,800)	(700)	(21,100)	-3014%
Health Home	5,300	12,500	(7,200)	-58%		36,300	44,300	(8,000)	-18%
Contract Senior Services	(7,800)	5,200	(13,000)	250%		(4,300)	1	(4,200)	-420000%
County Home Care	(3,300)	500	(3,800)	760%		(400)	(4,000)	3,600	90%
CarePanion	(3,900)	(2,300)	(1,600)	-70%		(5,300)	(4,300)	(1,000)	-23%
Overall	(30,000)	48,400	(78,400)	162%		67,700	80,301	(12,500)	-16%

Notes:

*MH treatment session down 8% but due to increase in rates for medicaid and medicaid managed care, and some commercial, expected revenue has increased 9%.

*Health Home billable visits increased 37% 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 and due to reimbursement billing vs having met goals of previous contract style for 21-22 contract, expected revenue is 72% higher YTD; 4% for contract year. Loss for contract year is \$34,250-mostly due to salary increase (and corresponding fringes)

*Both Carepanions had rate increases in January of 2023. County increased to \$31 per hour from \$28 and private pay was raised to \$23 from \$22. # of County Carepanion visits is down 2% and Private Pay Carepanion visits are down 20% YTD

*There were 3 payrolls in March 2023 vs 2 in March 2022