

Harmonia Collaborative Care Inc
Monthly Financial Reporting
Mar-22

Revenue:	Mar-22	Mar-21	\$ Variance	% Variance		2022 YTD	2021 YTD	\$ Variance	% Variance
Mental Health	122,200	110,300	11,900	11%		357,500	360,500	(3,000)	-1%
Hamburg	90,200	60,400	29,800	49%		236,100	164,100	72,000	44%
Health Home	31,100	34,600	(3,500)	-10%		96,900	101,300	(4,400)	-4%
Contract Senior Services	10,400	22,400	(12,000)	-54%		35,700	53,500	(17,800)	-33%
County Home Care	10,000	8,400	1,700	20%		28,600	18,800	9,900	53%
CarePanion	1,400	4,200	(2,800)	-67%		6,700	12,600	(6,000)	-48%
Overall	265,400	240,300	25,100	10%		761,500	710,800	50,700	7%
Expenses:									
Mental Health	93,400	57,900	35,600	61%		240,900	191,500	49,400	26%
Hamburg	64,700	31,300	33,500	107%		185,800	90,400	95,400	106%
Health Home	12,100	11,500	600	5%		35,200	29,800	5,400	18%
Contract Senior Services	16,400	14,300	2,100	15%		39,200	39,700	(500)	-1%
County Home Care	8,500	5,200	3,400	65%		26,800	15,000	11,800	79%
CarePanion	3,500	4,000	(500)	-13%		8,500	8,500	0	0%
Overall	198,700	124,100	74,600	60%		536,400	374,900	161,500	43%
Contribution Margin									
Mental Health	28,800	52,400	(23,600)	-45%		116,600	169,000	(52,500)	-31%
Hamburg	25,500	29,100	(3,700)	-13%		50,300	73,700	(23,400)	-32%
Health Home	19,000	23,100	(4,000)	-17%		61,700	71,500	(9,700)	-14%
Contract Senior Services	(6,000)	8,100	(14,100)	-174%		(3,500)	13,800	(17,300)	-125%
County Home Care	1,500	3,200	(1,700)	-53%		1,800	3,700	(1,900)	-51%
CarePanion	(2,100)	200	(2,300)	-1150%		(1,800)	4,200	(6,000)	-143%
Overall	66,700	116,200	(49,500)	-43%		225,200	336,000	(110,800)	-33%
Administrative Costs									
Mental Health	12,600	9,000	3,600	40%		31,400	27,900	3,500	13%
Hamburg	9,300	4,900	4,400	90%		20,700	12,700	8,000	63%
Health Home	3,200	2,800	400	14%		8,500	7,800	700	9%
Contract Senior Services	1,100	1,800	(800)	-44%		3,100	4,100	(1,000)	-24%
County Home Care	1,000	700	400	57%		2,500	1,500	1,100	73%
CarePanion	100	300	(200)	-67%		600	1,000	(400)	-40%
Overall	27,300	19,500	7,800	40%		66,800	55,000	11,900	22%
Net Income (loss)									
Mental Health	16,200	43,400	(27,300)	-63%		85,200	141,100	(56,000)	-40%
Hamburg	16,100	24,200	(8,100)	-33%		29,600	61,000	(31,400)	-51%
Health Home	15,800	20,300	(4,400)	-22%		53,200	63,600	(10,400)	-16%
Contract Senior Services	(7,100)	6,300	(13,300)	-211%		(6,600)	9,700	(16,300)	-168%
County Home Care	500	2,500	(2,100)	-84%		(700)	2,300	(3,000)	-130%
CarePanion	(2,300)	(100)	(2,200)	2200%		(2,400)	3,200	(5,600)	-175%
Overall	39,200	96,600	(57,400)	-59%		158,300	280,900	(122,700)	-44%

Notes:

3 coordinator positions open- 2 left in 1st qtr
Hamburg clinic also had one staff leave and another reduce to part time
Each location has a full time nurse in 2022