

Harmonia Collaborative Care Inc
Monthly Financial Reporting
May-22

Revenue:	May-22	May-21	\$ Variance	% Variance		2022 YTD	2021 YTD	\$ Variance	% Variance
Mental Health	84,300	88,400	(4,100)	-5%		533,500	533,300	200	0%
Hamburg	71,900	62,700	9,200	15%		374,800	289,300	85,500	30%
Health Home	34,500	37,100	(2,600)	-7%		162,600	173,200	(10,600)	-6%
Contract Senior Services	9,300	25,300	(15,900)	-63%		67,600	161,900	(94,300)	-58%
County Home Care	9,600	8,500	1,100	13%		48,500	35,100	13,400	38%
CarePanion	1,400	4,400	(3,000)	-68%		9,300	23,200	(13,900)	-60%
Overall	211,100	226,300	(15,200)	-7%		1,196,300	1,216,000	(19,600)	-2%
Expenses:									
Mental Health	82,200	93,600	(11,400)	-12%		473,600	421,100	52,500	12%
Hamburg	56,500	47,700	8,800	18%		349,000	209,900	139,100	66%
Health Home	12,800	18,900	(6,100)	-32%		69,100	72,600	(3,500)	-5%
Contract Senior Services	17,100	15,200	1,900	13%		84,900	83,700	1,200	1%
County Home Care	8,200	9,100	(900)	-10%		50,700	37,300	13,400	36%
CarePanion	3,400	4,700	(1,300)	-28%		18,500	20,100	(1,600)	-8%
Overall	180,100	189,300	(9,100)	-5%		1,045,800	844,700	201,100	24%
Contribution Margin									
Mental Health	2,100	(5,200)	7,300	140%		59,900	112,200	(52,400)	-47%
Hamburg	15,400	15,000	400	3%		25,800	79,400	(53,600)	-68%
Health Home	21,700	18,100	3,600	20%		93,500	100,600	(7,100)	-7%
Contract Senior Services	(7,700)	10,000	(17,800)	-178%		(17,300)	78,200	(95,500)	-122%
County Home Care	1,400	(600)	2,000	333%		(2,200)	(2,200)	0	0%
CarePanion	(1,900)	(300)	(1,700)	-567%		(9,200)	3,000	(12,300)	-410%
Overall	30,900	37,100	(6,100)	-16%		150,500	371,300	(220,800)	-59%
Administrative Costs									
Mental Health	10,400	9,000	1,400	16%		63,000	53,300	9,700	18%
Hamburg	8,800	6,400	2,500	39%		44,300	28,900	15,300	53%
Health Home	4,200	3,800	500	13%		19,200	17,300	1,900	11%
Contract Senior Services	1,100	2,600	(1,400)	-54%		8,000	16,200	(8,200)	-51%
County Home Care	1,200	900	300	33%		5,700	3,500	2,200	63%
CarePanion	200	400	(300)	-75%		1,100	2,300	(1,200)	-52%
Overall	25,900	23,100	3,000	13%		141,300	121,500	19,700	16%
Net Income (loss)									
Mental Health	(8,300)	(14,200)	5,900	42%		(3,100)	58,900	(62,000)	-105%
Hamburg	6,600	8,600	(2,100)	-24%		(18,500)	50,500	(68,900)	-136%
Health Home	17,500	14,400	3,100	22%		74,300	83,300	(9,000)	-11%
Contract Senior Services	(8,900)	7,500	(16,400)	-219%		(25,200)	62,000	(87,300)	-141%
County Home Care	200	(1,500)	1,700	113%		(7,900)	(5,700)	(2,200)	-39%
CarePanion	(2,100)	(700)	(1,400)	-200%		(10,300)	700	(11,000)	-1571%
Overall	5,000	14,100	(9,200)	-65%		9,300	249,700	(240,400)	-96%

Notes:

3 coordinator positions open- 2 left in 1st qtr
Hamburg clinic has 2 open clinician positions and one coordinator
Derby has 2 open clinician positions and 2 coordinators
Each location has a full time nurse in 2022

2021 Carepanion Private pay program had grant funds YTD were \$14,152

** (total for agency was \$8300 for month / \$39835 for year)

2021 Grants for YTD for Mental health programs (both) totaled \$29,600

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