

Harmonia Collaborative Care Inc  
Monthly Financial Reporting  
Nov-21

Revenue:	Nov-21	Nov-20	\$ Variance	% Variance		2021 YTD	2020 YTD	\$ Variance	% Variance
Mental Health	120,200	105,300	14,800	14%		1,204,500	1,114,900	89,600	8%
Hamburg	71,800	40,600	31,100	77%		670,700	377,600	293,100	78%
Health Home	35,600	30,000	5,600	19%		411,900	334,900	77,000	23%
Contract Senior Services	600	14,700	(14,100)	-96%		213,500	179,700	33,800	19%
County Home Care	13,000	7,300	5,700	78%		104,100	73,800	30,300	41%
CarePanion	5,300	600	4,600	767%		56,800	8,900	47,900	538%
<b>Overall</b>	<b>246,500</b>	<b>198,600</b>	<b>47,900</b>	<b>24%</b>		<b>2,661,400</b>	<b>2,089,700</b>	<b>571,800</b>	<b>27%</b>
<b>Expenses:</b>									
Mental Health	117,900	100,400	17,500	17%		1,034,200	885,300	149,000	17%
Hamburg	73,200	48,100	25,100	52%		528,800	358,800	170,000	47%
Health Home	17,400	16,400	1,100	7%		173,500	132,400	41,100	31%
Contract Senior Services	15,900	21,800	(5,900)	-27%		170,500	163,900	6,700	4%
County Home Care	15,600	10,200	5,500	54%		104,800	72,200	32,600	45%
CarePanion	5,700	4,500	1,200	27%		48,400	33,400	15,000	45%
<b>Overall</b>	<b>245,800</b>	<b>201,300</b>	<b>44,500</b>	<b>22%</b>		<b>2,060,200</b>	<b>1,645,900</b>	<b>414,400</b>	<b>25%</b>
<b>Contribution Margin</b>									
Mental Health	2,200	4,900	(2,700)	55%		170,300	229,700	(59,300)	-26%
Hamburg	(1,400)	(7,500)	6,000	80%		141,900	18,800	123,100	655%
Health Home	18,200	13,600	4,600	34%		238,400	202,500	36,000	18%
Contract Senior Services	(15,300)	(7,100)	(8,200)	-115%		43,000	15,800	27,200	172%
County Home Care	(2,600)	(2,900)	300	10%		(700)	1,600	(2,300)	-144%
CarePanion	(400)	(3,800)	3,400	89%		8,300	(24,600)	32,900	134%
<b>Overall</b>	<b>700</b>	<b>(2,700)</b>	<b>3,400</b>	<b>126%</b>		<b>601,200</b>	<b>443,800</b>	<b>157,400</b>	<b>35%</b>
<b>Administrative Costs</b>									
Mental Health	17,800	12,200	5,600	46%		127,400	98,800	28,600	29%
Hamburg	10,600	4,700	5,900	126%		70,900	33,500	37,500	112%
Health Home	5,300	3,500	1,800	51%		43,600	29,700	13,900	47%
Contract Senior Services	300	1,700	(1,600)	-94%		22,600	15,900	6,700	42%
County Home Care	1,900	800	1,100	138%		11,000	6,500	4,500	69%
CarePanion	800	100	700	700%		6,000	800	5,200	650%
<b>Overall</b>	<b>36,500</b>	<b>23,000</b>	<b>13,500</b>	<b>59%</b>		<b>281,500</b>	<b>185,200</b>	<b>96,400</b>	<b>52%</b>
<b>Net Income (loss)</b>									
Mental Health	(15,500)	(7,300)	(8,200)	-112%		42,900	130,900	(88,000)	-67%
Hamburg	(12,100)	(12,200)	100	1%		70,900	(14,600)	85,600	586%
Health Home	12,900	10,200	2,800	27%		194,800	172,800	22,000	13%
Contract Senior Services	(15,400)	(8,800)	(6,600)	-75%		20,400	(100)	20,500	-20500%
County Home Care	(4,600)	(3,800)	(800)	-21%		(11,700)	(4,900)	(6,800)	-139%
CarePanion	(1,200)	(3,900)	2,700	69%		2,300	(25,300)	27,700	109%
<b>Overall</b>	<b>(35,900)</b>	<b>(25,800)</b>	<b>(10,000)</b>	<b>-39%</b>		<b>319,600</b>	<b>258,800</b>	<b>61,000</b>	<b>24%</b>

NOTES:

\*Derby has 2.5 more therapist than in 2020 but two see minimum clients due to other duties  
\*Hamburg now has a full time prescriber who began beginning of September  
\*Hamburg clinic has 2 more therapists in 2021 than 2020/one is new and building caseload  
\*Hamburg units up 55% from November 2020  
\*Derby units increased 10.5% from November 2020

\*Sr Service new pay per client contract began in April.  
Results in large billing at beginning of contract and lessens as the contract year proceeds.

\*Admin expenses are increased in 2021 due to HR position, as well as hired maintenance and housekeeping person

\*Lauren transferred from Sr Services to Health Home in May 2021-noone hired to replace her as of July  
\*Rick Popson- supervision with no rendering of services as of June

\*Expenses of Note: Marketing \$12,400-much covered by grants  
increase in travel in 2021 vs 2020 Covid year  
Recruitment \$6000  
39% increase in nonmandated fringes from 2020-2021  
Advertising of agency not specific to marketing of programs \$5300

\*No new case mngmnt clients for Senior Services due to staffing issues

\*2 Payrolls in October and a bonus in November