

Harmonia Collaborative Care Inc
Monthly Financial Reporting
Nov-22

Revenue:	Nov-22	Nov-21	\$ Variance	% Variance		2022 YTD	2021 YTD	\$ Variance	% Variance
Mental Health	139,800	126,300	13,500	11%		1,146,700	1,205,100	(58,400)	-5%
Hamburg	65,600	71,800	(6,200)	-9%		748,900	670,700	78,200	12%
Health Home	31,700	37,700	(6,000)	-16%		358,300	412,000	(53,700)	-13%
Contract Senior Services	15,100	600	14,500	2417%		166,400	213,600	(47,300)	-22%
County Home Care	10,500	13,000	(2,500)	-19%		125,800	104,100	21,700	21%
CarePanion	1,200	5,300	(4,000)	-75%		21,300	57,100	(35,800)	-63%
Overall	263,900	254,600	9,200	4%		2,567,400	2,662,600	(95,200)	-4%
Expenses:									
Mental Health	105,600	114,500	(8,900)	-8%		1,027,500	1,041,600	(14,200)	-1%
Hamburg	68,000	71,800	(3,800)	-5%		708,500	533,100	175,500	33%
Health Home	18,700	20,100	(1,400)	-7%		163,200	189,100	(25,900)	-14%
Contract Senior Services	25,300	15,500	9,800	63%		200,900	171,400	29,600	17%
County Home Care	12,200	15,400	(3,200)	-21%		115,700	105,000	10,700	10%
CarePanion	5,200	5,500	(300)	-5%		45,100	49,600	(4,500)	-9%
Overall	235,000	242,900	(7,900)	-3%		2,261,000	2,089,800	171,200	8%
Contribution Margin									
Mental Health	34,200	11,800	22,400	-190%		119,200	163,400	(44,200)	-27%
Hamburg	(2,400)	0	(2,400)	#DIV/0!		40,300	137,600	(97,300)	-71%
Health Home	13,000	17,600	(4,600)	-26%		195,100	222,800	(27,800)	-12%
Contract Senior Services	(10,200)	(14,900)	4,700	32%		(34,600)	42,300	(76,800)	-182%
County Home Care	(1,700)	(2,400)	700	29%		10,100	(900)	11,000	-1222%
CarePanion	(3,900)	(200)	(3,700)	-1850%		(23,800)	7,500	(31,300)	-417%
Overall	28,900	11,800	17,100	-145%		306,400	572,700	(266,300)	-46%
Administrative Costs									
Mental Health	19,900	17,700	2,200	12%		151,700	128,200	23,600	18%
Hamburg	9,300	10,100	(700)	-7%		99,100	71,300	27,800	39%
Health Home	4,500	5,300	(800)	-15%		47,500	43,800	3,700	8%
Contract Senior Services	2,100	100	2,100	2100%		22,100	22,700	(700)	-3%
County Home Care	1,500	1,800	(300)	-17%		16,700	11,100	5,600	50%
CarePanion	200	700	(600)	-86%		2,800	6,100	(3,200)	-52%
Overall	37,500	35,700	1,900	5%		339,900	283,200	56,800	20%
Net Income (loss)									
Mental Health	14,300	(5,900)	20,200	342%		(32,500)	35,300	(67,800)	-192%
Hamburg	(11,700)	(10,100)	(1,600)	-16%		(58,800)	66,300	(125,000)	-189%
Health Home	8,500	12,300	(3,800)	-31%		147,600	179,000	(31,500)	-18%
Contract Senior Services	(12,400)	(15,000)	2,700	18%		(56,600)	19,600	(76,200)	-389%
County Home Care	(3,200)	(4,200)	1,000	24%		(6,600)	(12,000)	5,400	45%
CarePanion	(4,100)	(1,000)	(3,100)	-310%		(26,600)	1,400	(28,100)	-2007%
Overall	(8,600)	(23,900)	15,400	64%		(33,500)	289,600	(323,200)	-112%

Notes:

2 coordinator positions open- 2 left in 1st qtr-adjusted to a need for 2 in July
Hamburg clinic has 3 open clinician positions
Derby has filled clinician positions. Open positions coordinator and one manager open (clinic coordinator to be shared)
Each location has a full time nurse in 2022 (another starting in August to be shared)

2021 Carepanion Private pay program had grant funds YTD were \$41,205

** (total for agency was \$9553 for month / \$163931 for year)

2021 Grants for YTD for Mental health programs (both) totaled \$132723

Sr Service Pay Per client model contract YTD 2021 vs expenses reimbursement model contract YTD 2022=Reduction of income of \$32,979 (April-Nov)

Bad Debt writeoffs are high due to non-credentialed staff. time is 3-6 months to get Nurses credentialed

Recruitment \$3850 for month

Bonus in November. MH Workforce grant funds of \$28,231