

Harmonia Collaborative Care Inc
 Monthly Financial Reporting
 Nov-23

Revenue:	Nov-23	Nov-22	\$ Variance	% Variance		2023 YTD	2022 YTD	\$ Variance	% Variance
Mental Health	88,000	139,800	(51,800)	-37%		1,291,800	1,146,700	145,100	13%
Hamburg	77,800	65,600	12,200	19%		863,000	748,800	114,200	15%
Health Home	24,900	31,700	(6,700)	-21%		315,200	353,500	(38,300)	-11%
Contract Senior Services	14,700	15,100	(400)	-3%		245,200	166,400	78,800	47%
County Home Care	12,600	10,500	2,100	20%		144,800	125,800	18,900	15%
CarePanion	600	1,200	(600)	-50%		19,400	21,300	(1,900)	-9%
Overall	218,600	263,900	(45,300)	-17%		2,879,500	2,562,600	316,900	12%
Expenses:									
Mental Health	111,300	105,800	5,500	5%		1,108,500	1,027,900	80,600	8%
Hamburg	85,700	68,100	17,600	26%		801,200	708,800	92,500	13%
Health Home	17,500	18,700	(1,200)	-6%		156,500	163,200	(6,700)	-4%
Contract Senior Services	25,400	25,300	100	0%		238,300	200,900	37,300	19%
County Home Care	11,900	12,200	(300)	-2%		126,600	115,700	10,900	9%
CarePanion	5,400	5,200	200	4%		44,200	45,100	(900)	-2%
Overall	257,300	235,300	22,000	9%		2,475,300	2,261,600	213,700	9%
Contribution Margin									
Mental Health	(23,300)	34,000	(57,300)	169%		183,300	118,800	64,500	54%
Hamburg	(7,900)	(2,500)	(5,400)	-216%		61,800	40,100	21,700	54%
Health Home	7,400	12,900	(5,600)	-43%		158,700	190,300	(31,500)	-17%
Contract Senior Services	(10,700)	(10,200)	(500)	-5%		6,900	(34,600)	41,500	120%
County Home Care	600	(1,700)	2,300	-135%		18,200	10,100	8,000	79%
CarePanion	(4,800)	(3,900)	(900)	-23%		(24,800)	(23,800)	(1,000)	-4%
Overall	(38,700)	28,600	(67,300)	235%		404,200	300,900	103,200	34%
Administrative Costs									
Mental Health	18,000	19,900	(1,900)	-10%		180,600	152,100	28,500	19%
Hamburg	15,900	9,300	6,600	71%		120,600	99,300	21,300	21%
Health Home	5,100	4,500	600	13%		44,100	46,900	(2,800)	-6%
Contract Senior Services	3,000	2,100	900	43%		34,300	22,100	12,200	55%
County Home Care	2,600	1,500	1,100	73%		20,200	16,700	3,500	21%
CarePanion	100	200	(100)	-50%		2,700	2,800	(100)	-4%
Overall	44,700	37,500	7,200	19%		402,500	339,900	62,600	18%
Net Income (loss)									
Mental Health	(41,300)	14,100	(55,400)	393%		2,800	(33,300)	36,000	108%
Hamburg	(23,800)	(11,800)	(12,000)	-102%		(58,800)	(59,200)	400	1%
Health Home	2,300	8,400	(6,200)	-74%		114,700	143,400	(28,700)	-20%
Contract Senior Services	(13,700)	(12,400)	(1,400)	11%		(27,400)	(56,599)	29,300	52%
County Home Care	(2,000)	(3,200)	1,200	38%		(2,100)	(6,600)	4,500	68%
CarePanion	(4,900)	(4,100)	(800)	-20%		(27,500)	(26,600)	(900)	-3%
Overall	(83,400)	(9,000)	(74,600)	829%		1,700	(38,899)	40,600	104%

Notes: *MH treatment session YTD are about 6% above last year. Referrals are up 28%. A wait list began July 18th and we came off of it Sept 7th (for the month of September) for new clients. Due to resignations, we are back on a wait list. Medicaid rates increased this year and is reflected in the higher revenue amounts. We lost 2 therapists in the Derby clinic as of the end of July and one in October. Two therapists left at the end of October in Hamburg-one was replaced in November.

*Health Home billable visits decreased 16% 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 vs April of last year. Reimbursement contract continues for start of new contract year. YTD \$8620 has been earned from WYNIIC Exhale has earned \$12,111. (\$6095 Sr Services and \$6016 MH) *Private Pay Carepanions had a rate increase in January of 2023. Private pay was raised to \$23 from \$22. In April, when the new contract started, the County Rate increased from \$31 to \$34 per hour. # of County Carepanion visits has increased from last year by 3% (87.50 visits) and Private Pay Carepanion visits decreased 36% YTD (236 visits)

\$4000 of Town money was actualized in May for the Private Pay Carepanion program and is part of revenue on this report. Also, \$8,000 in Town money was actualized for Sr Service Case Management and is on this report.