

Harmonia Collaborative Care Inc
 Monthly Financial Reporting
 Oct-23

Revenue:	Oct-23	Oct-22	\$ Variance	% Variance		2023 YTD	2022 YTD	\$ Variance	% Variance
Mental Health	97,900	107,300	(9,500)	-9%		1,203,800	1,006,900	196,900	20%
Hamburg	80,000	61,400	18,500	30%		785,300	683,300	102,000	15%
Health Home	28,900	32,300	(3,400)	-11%		297,800	321,900	(24,100)	-7%
Contract Senior Services	16,100	16,400	(300)	-2%		230,300	151,200	79,100	52%
County Home Care	12,900	12,300	600	5%		132,200	115,300	16,900	15%
CarePanion	800	1,500	(700)	-47%		18,800	20,100	(1,300)	-6%
Overall	236,600	231,300	5,300	2%		2,668,200	2,298,700	369,500	16%
Expenses:									
Mental Health	103,200	106,200	(3,000)	-3%		996,900	922,100	74,900	8%
Hamburg	74,700	59,700	14,900	25%		715,400	640,700	74,700	12%
Health Home	12,400	14,400	(2,000)	-14%		139,000	144,500	(5,600)	-4%
Contract Senior Services	18,700	20,200	(1,500)	-7%		212,800	175,600	37,200	21%
County Home Care	10,100	10,200	(100)	-1%		114,700	103,500	11,200	11%
CarePanion	4,100	4,300	(200)	-5%		38,800	40,000	(1,200)	-3%
Overall	223,200	215,000	8,200	4%		2,217,600	2,026,400	191,200	9%
Contribution Margin									
Mental Health	(5,400)	1,100	(6,500)	591%		206,900	84,900	122,100	144%
Hamburg	5,300	1,700	3,600	-212%		69,900	42,600	27,300	64%
Health Home	16,500	17,900	(1,400)	-8%		158,800	177,300	(18,500)	-10%
Contract Senior Services	(2,600)	(3,800)	1,200	32%		17,500	(24,300)	41,800	172%
County Home Care	2,800	2,100	700	33%		17,600	11,800	5,700	48%
CarePanion	(3,300)	(2,800)	(500)	-18%		(20,000)	(19,900)	(200)	-1%
Overall	13,400	16,300	(2,900)	18%		450,700	272,400	178,300	65%
Administrative Costs									
Mental Health	14,100	14,200	(100)	-1%		162,100	132,500	29,700	22%
Hamburg	11,500	8,100	3,400	42%		105,800	89,900	15,900	18%
Health Home	4,200	4,300	(100)	-2%		40,100	42,300	(2,200)	-5%
Contract Senior Services	2,300	2,200	200	9%		31,000	19,900	11,100	56%
County Home Care	1,900	1,600	200	13%		17,800	15,200	2,600	17%
CarePanion	100	200	(100)	-50%		2,500	2,600	(100)	-4%
Overall	34,100	30,600	3,500	11%		359,300	302,400	57,000	19%
Net Income (loss)									
Mental Health	(19,400)	(13,100)	(6,400)	-49%		44,800	(47,600)	92,400	194%
Hamburg	(6,200)	(6,400)	200	3%		(35,900)	(47,300)	11,500	24%
Health Home	12,400	13,600	(1,300)	-10%		118,700	135,000	(16,300)	-12%
Contract Senior Services	(4,900)	(5,900)	1,000	-17%		(13,500)	(44,199)	30,700	69%
County Home Care	900	500	400	-80%		(300)	(3,300)	3,100	94%
CarePanion	(3,400)	(3,000)	(400)	-13%		(22,600)	(22,500)	0	0%
Overall	(20,600)	(14,300)	(6,500)	45%		91,200	(29,899)	121,400	406%

Notes: *MH treatment session YTD are about 6% above last year. Referrals are up 50%. 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 13% 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 \$7900 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 2% (35.75 visits) and Private Pay Carepanion visits decreased 33% YTD (176.50 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.