

Harmonia Collaborative Care Inc
Monthly Financial Reporting
Sep-22

Revenue:	Sep-22	Sep-21	\$ Variance	% Variance	2022 YTD	2021 YTD	\$ Variance	% Variance
Mental Health	94,900	116,800	(21,900)	-19%	899,600	966,600	(67,000)	-7%
Hamburg	54,600	61,400	(6,800)	-11%	621,800	535,800	86,000	16%
Health Home	31,000	39,100	(8,100)	-21%	292,400	338,000	(45,600)	-13%
Contract Senior Services	29,600	3,100	26,500	855%	134,800	211,100	(76,300)	-36%
County Home Care	13,200	10,300	3,000	29%	103,100	79,000	24,100	31%
CarePanion	3,500	5,000	(1,500)	-30%	18,600	47,100	(28,500)	-61%
Overall	226,900	235,700	(8,800)	-4%	2,070,300	2,177,600	(107,300)	-5%
Expenses:								
Mental Health	112,100	86,800	25,200	29%	815,200	795,300	19,900	3%
Hamburg	66,300	50,200	16,100	32%	580,500	380,700	199,800	52%
Health Home	15,500	20,100	(4,600)	-23%	130,100	146,800	(16,800)	-11%
Contract Senior Services	23,800	14,200	9,500	67%	155,300	138,500	16,800	12%
County Home Care	14,100	10,500	3,600	34%	93,400	75,200	18,200	24%
CarePanion	5,500	3,300	2,200	67%	35,700	36,300	(600)	-2%
Overall	237,200	185,200	52,000	28%	1,810,000	1,572,800	237,200	15%
Contribution Margin:								
Mental Health	(17,100)	30,000	(47,100)	-157%	84,400	171,300	(86,900)	-51%
Hamburg	(11,800)	11,200	(22,900)	-204%	41,300	155,100	(113,800)	-73%
Health Home	15,600	19,000	(3,500)	-18%	162,300	191,200	(28,900)	-15%
Contract Senior Services	5,900	(11,100)	17,000	-153%	(20,400)	72,600	(93,000)	-128%
County Home Care	(900)	(300)	(600)	200%	9,700	3,800	5,900	155%
CarePanion	(2,000)	1,700	(3,700)	-218%	(17,100)	10,800	(27,900)	-258%
Overall	(10,400)	50,500	(60,900)	-121%	260,200	604,800	(344,600)	-57%
Administrative Costs:								
Mental Health	15,800	11,900	3,900	33%	118,100	95,000	23,100	24%
Hamburg	9,100	6,200	2,900	47%	81,700	52,700	29,000	55%
Health Home	5,200	4,000	1,200	30%	38,400	33,200	5,200	16%
Contract Senior Services	4,900	300	4,600	1533%	17,700	20,700	(3,000)	-14%
County Home Care	2,200	1,000	1,200	120%	13,500	7,800	5,800	74%
CarePanion	600	500	100	20%	2,400	4,600	(2,200)	-48%
Overall	37,800	23,900	13,900	58%	271,800	214,000	57,900	27%
Net Income (loss):								
Mental Health	(32,900)	18,100	(51,000)	-282%	(33,700)	76,300	(110,000)	-144%
Hamburg	(20,800)	4,900	(25,800)	-527%	(40,300)	102,400	(142,800)	-139%
Health Home	10,400	15,100	(4,700)	-31%	123,900	158,000	(34,000)	-22%
Contract Senior Services	900	(11,400)	12,400	109%	(38,100)	51,900	(90,000)	-173%
County Home Care	(3,100)	(1,300)	(1,800)	138%	(3,800)	(4,000)	100	3%
CarePanion	(2,600)	1,200	(3,800)	-317%	(19,500)	6,200	(25,700)	-415%
Overall	(48,100)	26,600	(74,700)	-281%	(11,500)	390,800	(402,400)	-103%

Notes:

2 coordinator positions open- 2 left in 1st qtr-adjusted to a need for 2 in July
Hamburg clinic has 4 open clinician positions
Derby has 2 open clinician positions (filled in October) and 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 \$34,350
**(total for agency was \$15,400 for month / \$131,400 for year)
2021 Grants for YTD for Mental health programs (both) totaled \$65,100
Sr Service Pay Per client model contract YTD 2021 vs expenses reimbursement model contract YTD 2022=Reduction of income of \$76,781 (April-Sept)

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

**September had 3 payrolls