

Harmonia Collaborative Care Inc
Monthly Financial Reporting
Sep-21

Revenue:	Sep-21	Sep-20	\$ Variance	% Variance		2021 YTD	2020 YTD	\$ Variance	% Variance
Mental Health	115,900	115,700	200	0%		947,300	902,300	45,000	5%
Hamburg	61,400	42,700	18,700	44%		536,200	296,000	240,200	81%
Health Home	39,500	31,700	7,800	25%		340,000	273,100	66,900	24%
Contract Senior Services	2,000	21,500	(19,400)	-90%		209,200	149,900	59,400	40%
County Home Care	10,300	7,400	2,900	39%		79,000	57,900	21,200	37%
CarePanion	4,100	700	3,400	486%		44,400	6,300	38,100	605%
Overall	233,200	219,700	13,600	6%		2,156,100	1,685,400	470,700	28%
Expenses:									
Mental Health	86,500	79,900	6,500	8%		780,300	662,600	117,700	18%
Hamburg	50,000	31,200	18,800	60%		376,500	258,900	117,600	45%
Health Home	17,100	9,500	7,600	80%		137,200	101,600	35,500	35%
Contract Senior Services	14,200	13,900	400	3%		137,700	120,400	17,300	14%
County Home Care	10,500	5,900	4,700	80%		75,000	51,700	23,200	45%
CarePanion	3,300	3,900	(500)	-13%		35,100	23,800	11,300	47%
Overall	181,600	144,200	37,400	26%		1,541,700	1,219,000	322,700	26%
Contribution Margin									
Mental Health	29,500	35,800	(6,300)	-18%		167,100	239,700	(72,600)	-30%
Hamburg	11,300	11,400	(100)	-1%		159,600	37,100	122,500	330%
Health Home	22,500	22,200	200	1%		202,800	171,500	31,300	18%
Contract Senior Services	(12,200)	7,600	(19,800)	261%		71,600	29,500	42,000	142%
County Home Care	(300)	1,500	(1,800)	-120%		4,100	6,100	(2,100)	-34%
CarePanion	800	(3,200)	3,900	122%		9,200	(17,500)	26,800	153%
Overall	51,600	75,400	(23,800)	-32%		614,400	466,400	148,000	32%
Administrative Costs									
Mental Health	12,100	7,200	4,900	68%		93,300	75,200	18,100	24%
Hamburg	6,400	2,700	3,700	137%		52,800	24,700	28,200	114%
Health Home	4,100	2,000	2,100	105%		33,500	22,800	10,700	47%
Contract Senior Services	200	1,300	(1,100)	-85%		20,600	12,500	8,100	65%
County Home Care	1,100	500	600	120%		7,800	4,800	3,000	63%
CarePanion	400	0	400	#DIV/0!		4,400	500	3,900	780%
Overall	24,300	13,700	10,600	77%		212,400	140,500	72,000	51%
Net Income (loss)									
Mental Health	17,400	28,600	(11,200)	-39%		73,700	164,500	(90,700)	-55%
Hamburg	4,900	8,800	(3,800)	-43%		106,800	12,400	94,400	761%
Health Home	18,400	20,300	(1,900)	-9%		169,300	148,700	20,600	14%
Contract Senior Services	(12,400)	6,200	(18,600)	-300%		51,000	17,000	34,000	200%
County Home Care	(1,300)	1,000	(2,400)	-240%		(3,700)	1,300	(5,000)	-385%
CarePanion	400	(3,200)	3,600	113%		4,900	(18,000)	22,900	127%
Overall	27,400	61,700	(34,300)	-56%		402,000	325,900	76,200	23%

NOTES:

- *Derby has 1 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 25% from September 2020
- *Derby units increased 1% from September 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 43% increase in nonmandated fringes from 2020-2021 Advertising of agency not specific to marketing of programs \$5300