

2023

YTD Quarterly Actuals vs Budget

Revenue:	Q1 Actual	Q2 Actual	Q3 Actual	Q4 Actual	Total	YTD Budget	Variance	Variance
Mental Health	410,700	398,600	296,700	270,700	1,376,700	1,404,200	(27,500)	-2%
Hamburg	213,800	248,500	243,000	226,100	931,400	1,280,100	(348,700)	-27%
Health Home	89,500	88,900	83,000	75,600	337,000	524,200	(187,200)	-36%
Contract Senior Services	98,500	66,300	49,500	55,600	269,900	231,800	38,100	16%
County Home Care	40,000	42,400	36,900	39,200	158,500	295,400	(136,900)	-46%
CarePanion	8,900	6,400	2,700	2,000	20,000	27,600	(7,600)	-28%
Overall	861,400	851,100	711,800	669,200	3,093,500	3,763,300	(669,800)	-18%
Expenses:								
Mental Health	293,100	285,900	314,900	354,300	1,248,200	1,296,500	(48,300)	-4%
Hamburg	207,800	199,900	233,100	260,300	901,100	962,600	(61,500)	-6%
Health Home	44,900	39,200	42,400	50,200	176,700	225,200	(48,500)	-22%
Contract Senior Services	77,700	54,300	62,100	73,100	267,200	234,900	32,300	14%
County Home Care	35,200	35,200	34,200	40,800	145,400	235,900	(90,500)	-38%
CarePanion	12,900	11,300	10,500	14,000	48,700	61,100	(12,400)	-20%
Overall	671,600	625,800	697,200	792,700	2,787,300	3,016,200	(228,900)	-8%
Contribution Margin								
Mental Health	117,600	112,700	(18,200)	(83,600)	128,500	107,700	20,800	19%
Hamburg	6,000	48,600	9,900	(34,200)	30,300	317,500	(287,200)	-90%
Health Home	44,600	49,700	40,600	25,400	160,300	299,000	(138,700)	-46%
Contract Senior Services	20,800	12,000	(12,600)	(17,500)	2,700	(3,100)	5,800	187%
County Home Care	4,800	7,200	2,700	(1,600)	13,100	59,500	(46,400)	-78%
CarePanion	(4,000)	-4,900	(7,800)	(12,000)	(28,700)	(33,500)	4,800	-14%
Overall	189,800	225,300	14,600	(123,500)	306,200	747,100	(440,900)	-59%
Administrative Costs								
Mental Health	53,500	51,300	43,400	52,600	200,800	190,900	9,900	5%
Hamburg	27,900	32,100	35,600	43,900	139,500	129,100	10,400	8%
Health Home	12,200	11,900	12,200	14,700	51,000	46,700	4,300	9%
Contract Senior Services	11,000	8,600	7,200	10,800	37,600	37,400	200	1%
County Home Care	5,200	5,500	5,400	7,600	23,700	22,000	1,700	8%
CarePanion	1,100	800	400	400	2,700	2,800	(100)	-4%
Overall	110,900	110,200	104,200	130,000	455,300	428,900	26,400	6%
Net Income (loss)								
Mental Health	64,100	61,400	(61,600)	(136,200)	(72,300)	(83,200)	10,900	13%
Hamburg	(21,900)	16,500	(25,700)	(78,100)	(109,200)	188,400	(297,600)	-158%
Health Home	32,400	37,800	28,400	10,700	109,300	252,300	(143,000)	-57%
Contract Senior Services	9,800	3,400	(19,800)	(28,300)	(34,900)	(40,500)	5,600	14%
County Home Care	(400)	1,700	(2,700)	(9,200)	(10,600)	37,500	(48,100)	-128%
CarePanion	(5,100)	(5,700)	(8,200)	(12,400)	(31,400)	(36,300)	4,900	13%
Overall	78,900	115,100	(89,600)	(253,500)	(149,100)	318,200	(467,300)	-147%

*Paid off loan used to purchase Hamburg building in Jan 2023 \$91,600

*4th Quarter has a extra payroll as well as a bonus distributed

*Administrative costs include CEO, Dir of Finance, Human Resources maintenance, general office supplies and housekeeping.