



# Annual Report

**July 2019 – June 2020**

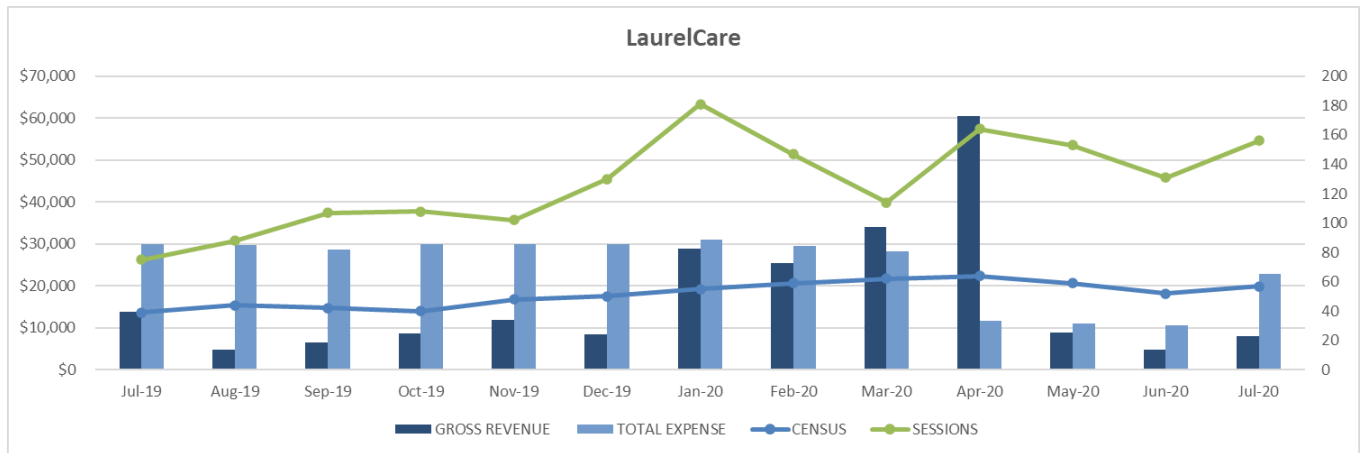
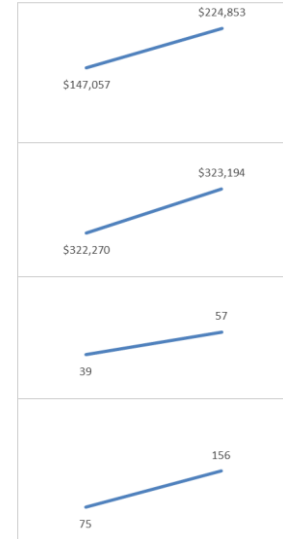
## Revenue, Expense, Census & Sessions Trend: July 2019 – June 2020

**Revenue:** 53% growth in revenue compared to prior period

**Expense:** 0.3% increase in operating expenses during this period

**Census:** 46% growth in census during this period

**Sessions:** 108% growth in sessions during this period



### **LaurelCare Census as of 6/31/20**

- 64% Male, 36% Female
- 52% Medicaid; 48.9% Private; 0.1% Self-Pay

### **Factors:**

- Holistic, individualized approach to long term recovery treatment
- Delivery of quality, long term recovery treatment
- Creation of Brand Equity in the market



- Implementation of Intensive Outpatient and Partial Hospitalization service lines
- Strategic relationships with Regional Healthcare Systems
- Addition of Master's Level Therapists
- Increase in required Therapeutic costs
- Normal increase in Expenses due to increased variable costs.

LaurelCare Treatment Services realized consistent growth during this period due to a consistent focus on delivering long-term, holistic and individual treatments across the continuum of outpatient treatment services.

LaurelCare is licensed to perform Medication Assisted Treatment, Partial Hospitalization, General Outpatient and Medication Assisted Treatment. (the Pa Department of Drug and Alcohol Programs does not supply licensing for the Intensive Outpatient Service line as it is recognized within the Partial Hospitalization service line.)

This period represents the second full year of Operations.

LaurelCare continues to treat every client as an individual, by delivering holistic, full continuum treatment services to foster a long-term recovery for each person. LaurelCare is committed to providing quality treatment services that are tailored to the individual needs of each adult receiving care for substance abuse and dependence. Our ultimate goal is to help guide our clients to healthier, more fulfilling lives free of chemical use.

Philip J. Tanner

CEO

**Owners:**

Laurel Healthcare Development – Majority

Board Members:

- Philip Tanner
- Brian Uffelman
- Brian Cullen
- Scott Coy