

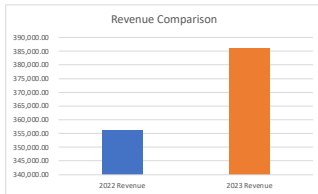


# Annual Report

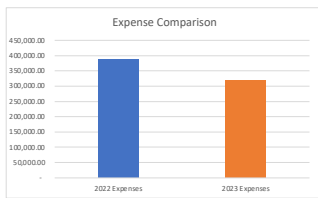
**July 2022 – June 2023**

**Revenue, Expense, Census & Sessions Trend: July 2022 – June 2023**

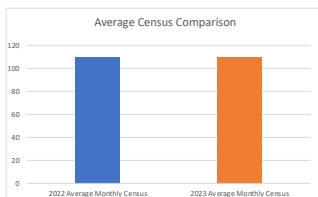
**Revenue:** The Revenue increased by 8% from the previous Fiscal Year.



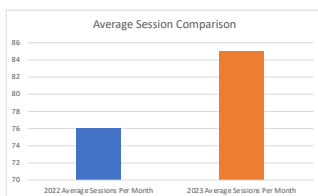
**Expense:** The expenses decreased by 17% during this period.

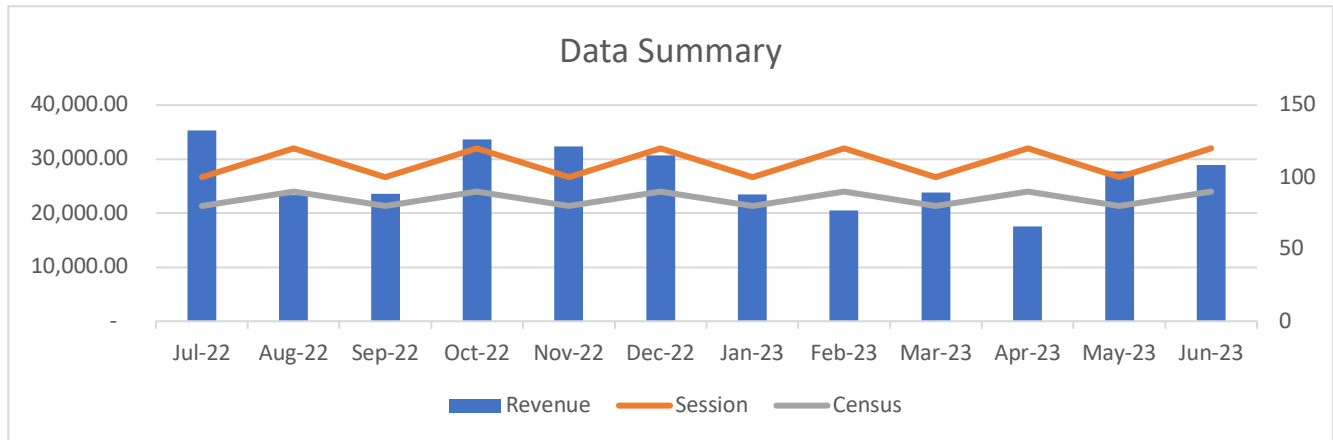


**Census:** The average monthly census stayed the same during this period.



**Sessions:** LaurelCare had a 12% growth in average monthly sessions during this period.





### LaurelCare Census as of 6/31/2023

- 61% Male, 39% Female, 0% Undefined
- 63% Medicaid; 37% Private

### Factors:

- Holistic, individualized approach to long term recovery treatment
- Delivery of quality, long term recovery treatment
- Creation of Brand Equity in the market
- Integration of Trauma Focused services
- Strategic relationships with Regional Healthcare Systems
- Addition of Master's Level Therapists and Medical Staff
- Increased staffing costs
- Increased Regulatory requirement costs
- Increase in required Therapeutic costs
- Extraordinary increase in Expenses due to increased variable costs.
  - Costs associated with managing and stabilizing addition of service location in previous year
  - Increase staffing costs
  - Increased cost of Regulatory Requirements



LaurelCare Treatment Services realized consistent growth during this period due to a consistent focus on delivering long-term, holistic, individualized and trauma focused 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 fourth 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 use and co-occurring disorders. Our goal is to help guide our clients to healthier, more fulfilling lives free of chemical use.

Brian Cullen

Brian Cullen

Brian Cullen (Sep 14, 2023 12:36 EDT)

CEO

**Owners:**

Laurel Healthcare Development – Majority

Board Members:

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