

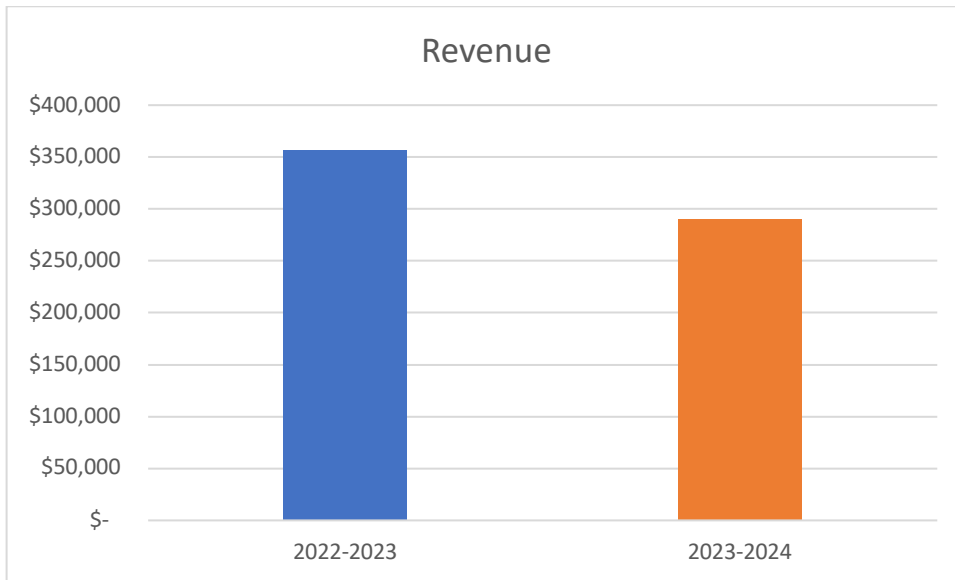


# Annual Report

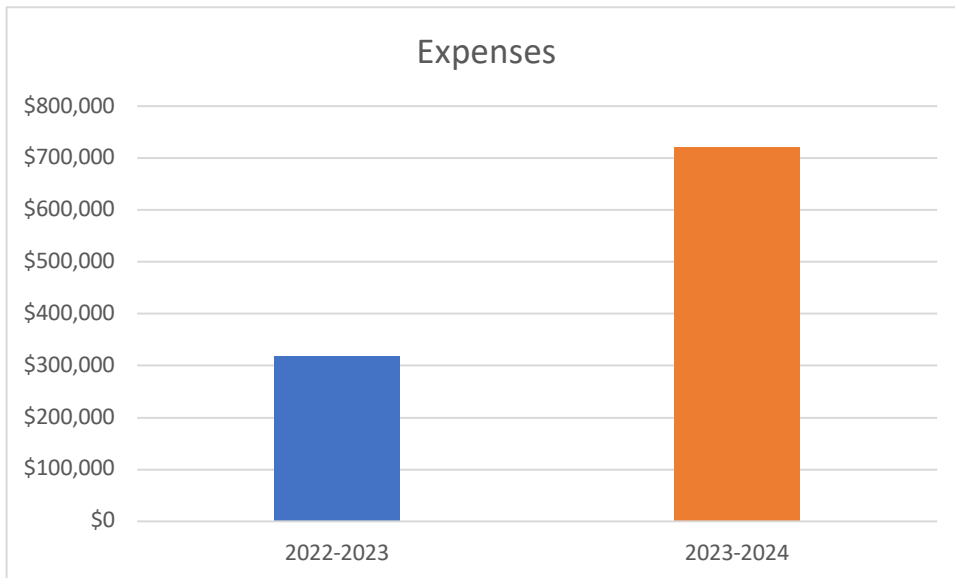
**July 2023 – June 2024**

**Revenue, Expense, Census & Sessions Trends: July 2023 – June 2024**

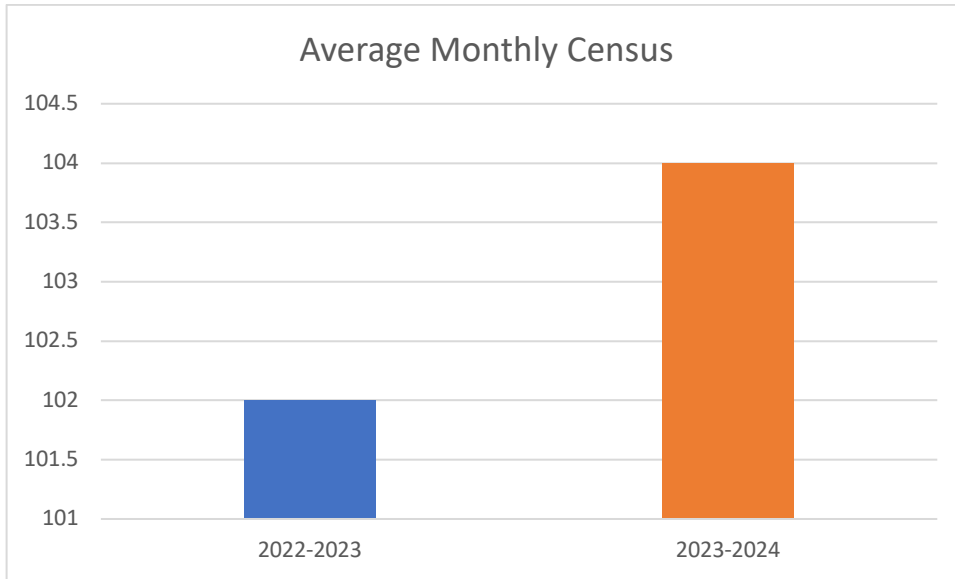
**Revenue:** The Revenue decreased by 27% from the previous Fiscal Year.



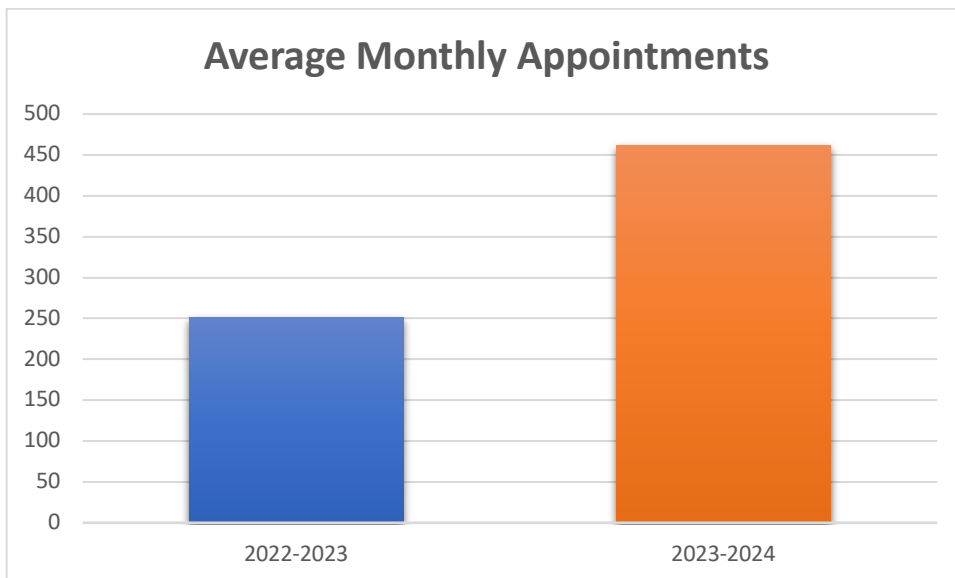
**Expense:** The expenses increased by 56% during this period.

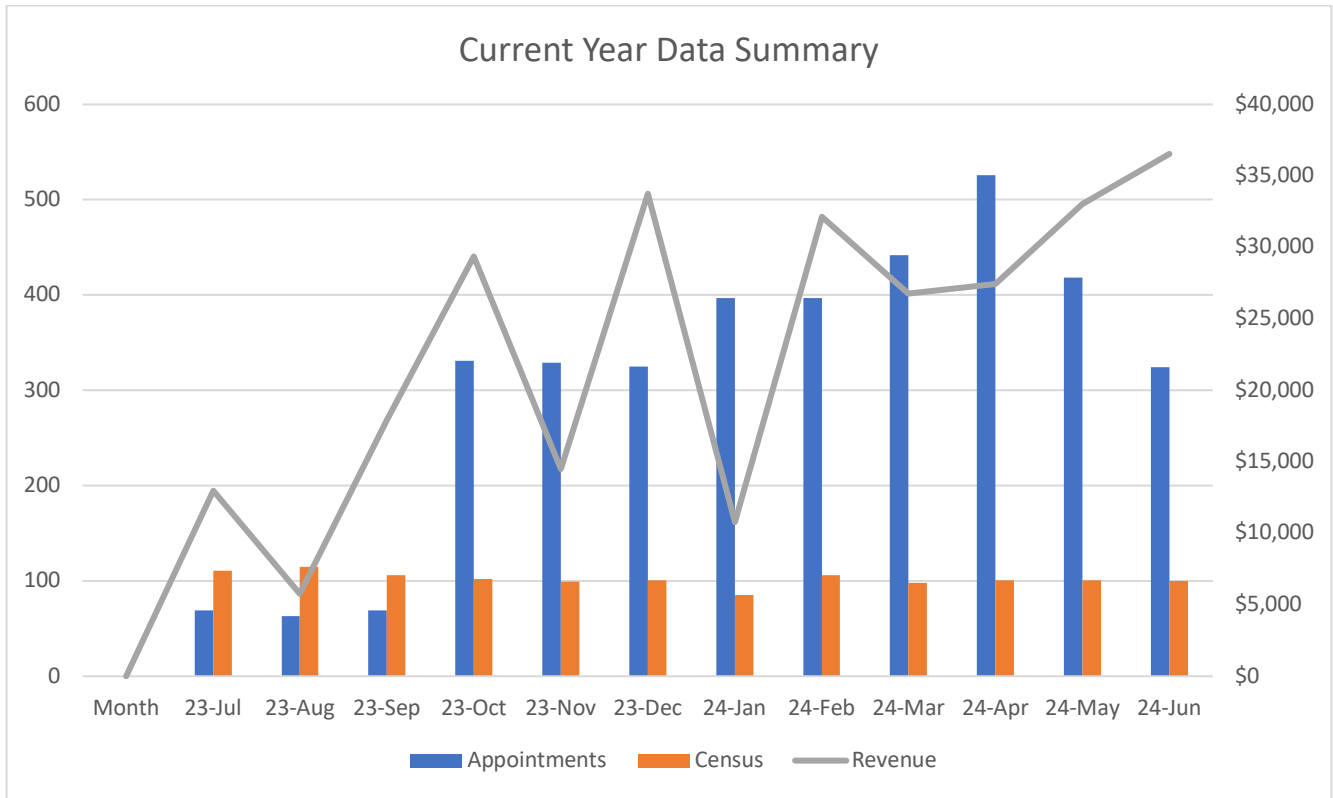


**Census:** The average monthly census decreased by 6% from last year.



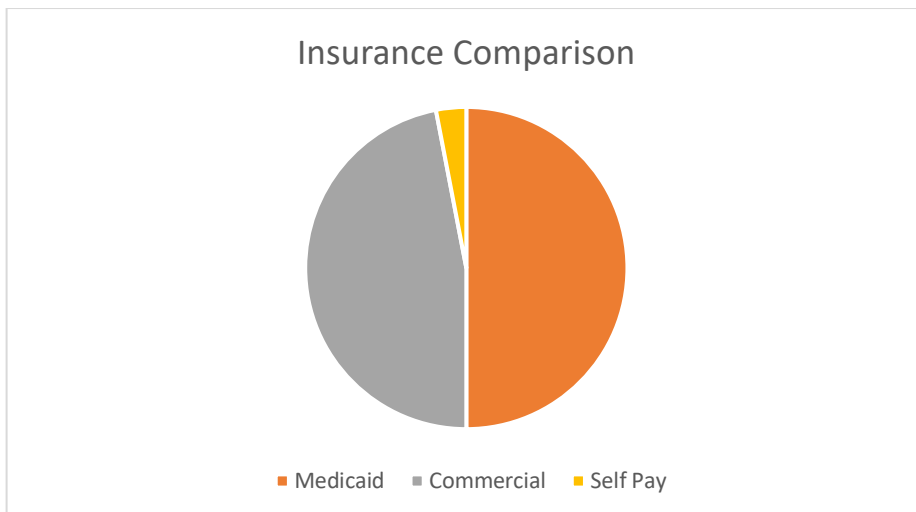
**Sessions:** LaurelCare had a 46% growth in average monthly sessions during this period.





## LaurelCare Demographics as of 6/31/2024

- 53% Male, 47% Female, 0% Undefined
- 50% Medicaid; 46% Commercial; 4% 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
- Integration of Trauma Integrated services
- Increased costs due to addition of trauma specific services and cost of training staff
- Addition of Qualified Medical Staff
- Increased staffing costs
- Increased Regulatory requirement costs
- Extraordinary increase in Expenses due to increased variable costs.
- Costs associated with managing and stabilizing addition of service location in previous year
- 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 specific treatments across the continuum of outpatient treatment services.

LaurelCare is licensed to perform Medication Assisted Treatment, Partial Hospitalization, and General Outpatient.

This period represents the fifth 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.

## **Owners:**

Laurel Healthcare Development – Majority

Board Members:

Philip Tanner  
Brian Uffelman  
Brian Cullen  
Scott Coy