

Winchester House  
 Budget Variance Reconciliation  
 [Without Medicaid County Subsidy & Property Tax Levy]  
 12/01/11 - 10/31/12

**ACCRUAL BASIS FORMAT (PCC)**

		Total \$'s
Modified 12/01/11 - 10/31/12 Budgeted Net Income (Without Medicaid Subsidy and Property Tax Levy)		\$ (4,861,799)
<b><u>REVENUE RELATED VARIANCES:</u></b>		
Private Revenue under budget - Lower levels of care, net of 2,147 days over budget	\$ (115,529)	
Medicaid Revenue over budget- Higher rate related to new Bed Tax Methodology, net of 1,789 days under budget	726,487	
Medicare A Revenue under budget- 1,620 days under budget, net of higher than budgeted RUGs	(510,493)	
Medicare B Revenue over budget- Higher than budgeted # of Part B services	162,890	
Managed Care Revenue over budget - 237 days over budget	96,826	
Medicaid Prior Year Revenue over budget- Prior year Medicaid rate adjustments	344,559	
Miscellaneous Income under budget	(37,952)	
All Other Revenue over budget	-	
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Total Revenue Variance		\$ 666,788
<b><u>EXPENSE RELATED VARIANCES:</u></b>		
Ancillary Expenses under budget - Incurred ancillary expenses lower than budget	\$ 238,024	
Nurse Agency over budget- Usage of nurse agency to cover vacant positions	(188,330)	
Purchased Services under budget - Primarily due to vacant staff positions	808,765	
Utilities under budget - Seasonal spread of budget	181,411	
Bed Tax over budget - New Methodology	(403,371)	
Insurance Expense under budget- Premiums lower than budget	142,632	
Management Fees under budget - Incentive Portion of Fees	119,163	
Marketing and Promotions under budget - Not yet incurred	47,331	
Capital Outlay under budget - Not yet incurred	411,035	
All Other Expenses under budget	3,062	
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Total Expense Variance		\$ 1,359,722
Actual 12/01/11 - 10/31/12 Net Income (Without Medicaid Subsidy and Property Tax Levy)		\$ (2,835,289)

**Winchester House**  
**Budget Variance Summary**  
**12/01/11 - 10/31/12**

**ACCRUAL BASIS (PCC)**

	12/01/11 - 10/31/12 <u>Actual</u>	Modified 12/01/11 - 10/31/12 <u>Budget</u>	<u>Variance</u>
<b>REVENUE</b>			
<b>Care Related Revenue</b>			
Private Pay Revenue	\$ 1,852,844	\$ 1,968,373	\$ (115,529)
Medicaid Revenue	6,221,976	5,150,930	1,071,046
Medicare A Revenue	2,756,820	3,267,313	(510,493)
Medicare B Revenue	274,919	112,029	162,890
Managed Care Revenue	96,826	-	96,826
Other Care Related Revenue	<u>-</u>	<u>-</u>	<u>-</u>
<b>Total Care Related Revenue</b>	\$ 11,203,385	\$ 10,498,645	\$ 704,740
Housing Revenue		-	
Other Income	<u>4,508</u>	<u>42,460</u>	<u>(37,952)</u>
<b>TOTAL REVENUE</b>	\$ 11,207,893	\$ 10,541,105	\$ 666,788
<b>EXPENSES</b>			
Ancillary Expenses	925,084	\$ 1,163,108	\$ 238,024
Nursing	6,525,204	7,149,653	624,449
Activities	264,568	236,108	(28,460)
Social Services	106,936	125,418	18,482
Other Care Related	12,896	145,323	132,427
Dietary	1,371,751	1,510,632	138,881
Laundry	316,207	299,557	(16,650)
Housekeeping	506,459	506,459	(0)
Plant Operations & Maintenance	1,124,446	1,297,793	173,347
Taxes and Licenses	565,263	157,960	(407,303)
Property & Related	18,071	429,106	411,035
General & Administrative	2,148,764	2,381,787	233,023
Payroll Taxes & Fringe	<u>157,532</u>	<u>-</u>	<u>(157,532)</u>
<b>TOTAL OPERATING EXPENSES</b>	<u>\$ 14,043,182</u>	<u>\$ 15,402,904</u>	<u>\$ 1,359,722</u>
<b>NET OPERATING INCOME</b>	<u>\$ (2,835,289)</u>	<u>\$ (4,861,799)</u>	<u>\$ 2,026,510</u>

**WINCHESTER HOUSE**  
**CENSUS BY PAYOR**  
**ACTUAL VS. BUDGET**  
**12/01/11 - 10/31/12**

	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	12/11 - 10/12 Total	Payor Mix %
<b>Actual Census Days (By Payor)</b>													
Medicare	401	444	515	670	773	643	562	498	488	529	475	5,998	10.52%
Private	962	971	924	961	1,045	1,106	1,078	1,050	1,122	1,219	1,236	11,674	20.48%
Medicaid	3,697	3,562	3,303	3,560	3,350	3,447	3,432	3,734	3,549	3,611	3,841	39,086	68.58%
Managed Care	8	-	3	17		31	50	40	31	17	40	237	0.42%
<b>Total Actual Census</b>	<b>5,068</b>	<b>4,977</b>	<b>4,745</b>	<b>5,208</b>	<b>5,168</b>	<b>5,227</b>	<b>5,122</b>	<b>5,322</b>	<b>5,190</b>	<b>5,376</b>	<b>5,592</b>	<b>56,995</b>	<b>100.00%</b>
<b>Total Capacity</b>	<b>5,735</b>	<b>5,735</b>	<b>5,365</b>	<b>5,735</b>	<b>5,550</b>	<b>5,735</b>	<b>5,550</b>	<b>5,735</b>	<b>5,735</b>	<b>5,550</b>	<b>5,735</b>	<b>62,160</b>	
<b>Actual Occupancy %</b>	<b>88.37%</b>	<b>86.78%</b>	<b>88.44%</b>	<b>90.81%</b>	<b>93.12%</b>	<b>91.14%</b>	<b>92.29%</b>	<b>92.80%</b>	<b>90.50%</b>	<b>96.86%</b>	<b>97.51%</b>	<b>91.69%</b>	
<b>Budgeted Census Days (By Payor)</b>													
Medicare	409	444	518	651	630	744	780	806	806	900	930	7,618	13.13%
Private	962	1,000	924	812	809	836	809	835	835	839	866	9,527	16.42%
Medicaid	3,697	3,533	3,303	3,773	3,699	3,853	3,729	3,853	3,853	3,729	3,853	40,875	70.45%
Managed Care	-	-	-	-	-	-						-	0.00%
<b>Total Budgeted Census Days</b>	<b>5,068</b>	<b>4,977</b>	<b>4,745</b>	<b>5,236</b>	<b>5,138</b>	<b>5,433</b>	<b>5,318</b>	<b>5,494</b>	<b>5,494</b>	<b>5,468</b>	<b>5,649</b>	<b>58,020</b>	<b>100.00%</b>
<b>Total Capacity</b>	<b>5,735</b>	<b>5,735</b>	<b>5,365</b>	<b>5,735</b>	<b>5,550</b>	<b>5,735</b>	<b>5,550</b>	<b>5,735</b>	<b>5,735</b>	<b>5,550</b>	<b>5,735</b>	<b>62,160</b>	
<b>Budgeted Occupancy %</b>	<b>88.37%</b>	<b>86.78%</b>	<b>88.44%</b>	<b>91.30%</b>	<b>92.58%</b>	<b>94.74%</b>	<b>95.82%</b>	<b>95.80%</b>	<b>95.80%</b>	<b>98.52%</b>	<b>98.50%</b>	<b>93.34%</b>	
<b>Census Days (By Payor) Variance</b>													
Medicare	(8)	-	(3)	19	143	(101)	(218)	(308)	(318)	(371)	(455)	(1,620)	
Private	-	(29)	-	149	236	270	269	215	287	380	370	2,147	
Medicaid	-	29	-	(213)	(349)	(406)	(297)	(119)	(304)	(118)	(12)	(1,789)	
Managed Care	8	-	3	17	-	31	50	40	31	17	40	237	
<b>Total Census Days Variance</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(28)</b>	<b>30</b>	<b>(206)</b>	<b>(196)</b>	<b>(172)</b>	<b>(304)</b>	<b>(92)</b>	<b>(57)</b>	<b>(1,025)</b>	
<b>Total Capacity</b>	<b>5,735</b>	<b>5,735</b>	<b>5,365</b>	<b>5,735</b>	<b>5,550</b>	<b>5,735</b>	<b>5,550</b>	<b>5,735</b>	<b>5,735</b>	<b>5,550</b>	<b>5,735</b>	<b>62,160</b>	
<b>Budgeted Occupancy %</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>-0.49%</b>	<b>0.54%</b>	<b>-3.60%</b>	<b>-3.53%</b>	<b>-3.00%</b>	<b>-5.30%</b>	<b>-1.66%</b>	<b>-0.99%</b>	<b>-1.65%</b>	