

**Winchester House
Budget Variance Summary
12/1/2012 - 10/31/2013
ACCRUAL BASIS (PCC)**

	12/1/2012 - 10/31/2013 <u>Actual</u>	Approved 12/1/2012 - 10/31/2013 <u>Budget</u>	<u>Variance</u>
REVENUE			
Care Related Revenue			
Private Pay Revenue	\$ 2,080,177	\$ 1,863,008	\$ 217,169
Medicaid Revenue	6,019,987	5,963,175	56,812
Medicare A Revenue	2,847,901	3,814,397	(966,496)
Medicare B Revenue	199,249	261,581	(62,332)
Managed Care Revenue	45,781	164,150	(118,369)
Other Care Related Revenue	1,455	-	1,455
Total Care Related Revenue	\$ 11,194,550	\$ 12,066,311	\$ (871,761)
Other Income *	2,358	3,674	(1,316)
TOTAL REVENUE	\$ 11,196,909	\$ 12,069,985	\$ (873,076)
EXPENSES			
Ancillary Expenses	\$ 928,027	\$ 1,213,503	\$ 285,476
Nursing	7,167,568	7,303,764	136,196
Activities	248,224	257,323	9,099
Social Services	128,760	125,741	(3,019)
Other Care Related	60,775	161,597	100,823
Dietary	1,466,605	1,514,792	48,187
Laundry	262,396	262,578	182
Housekeeping	552,713	610,199	57,486
Plant Operations & Maintenance	1,145,025	1,297,571	152,546
Taxes and Licenses	363,555	423,471	59,916
Property & Related	4,438	11,363	6,925
General & Administrative	2,298,212	2,595,581	297,369
Payroll Taxes & Fringe	-	-	-
TOTAL OPERATING EXPENSES	\$ 14,626,298	\$ 15,777,483	\$ 1,151,185
NET OPERATING INCOME	\$ (3,429,389)	\$ (3,707,498)	\$ 278,109
Capital Outlay	13,393	-	(13,393)
NET INCOME	\$ (3,442,782)	\$ (3,707,498)	\$ 264,716

* excludes property taxes

**Winchester House
Budget Variance Reconciliation
[Without Medicaid County Subsidy & Property Tax Levy]
12/1/2012 - 10/31/2013**

ACCRUAL BASIS FORMAT (PCC)

		Total \$'s
Approved Budgeted Net Income (Without Medicaid Subsidy and Property Tax Levy)		\$ (3,707,498)
 <u>REVENUE RELATED VARIANCES:</u>		
Private Revenue over budget - 573 days over budget, net of lower levels of care	\$ 217,169	
Medicaid Revenue under budget- 3,310 days under budget	56,812	
Medicare A Revenue under budget- 2,244 days under budget, net of higher than budgeted RUGs	(966,496)	
Medicare B Revenue under budget- Lower than budgeted # of Part B services	(62,332)	
Managed Care Revenue under budget - Prior period adjustment and 209 days under budget	(118,369)	
All Other Revenue under budget	<u>139</u>	
Total Revenue Variance		\$ (873,076)
 <u>EXPENSE RELATED VARIANCES:</u>		
Ancillary Expenses under budget - Primarily due to lower than budgeted Medicare census	\$ 285,476	
Nurse Agency over budget- Usage of nurse agency to cover vacant positions and holiday coverage	(213,508)	
SDL Purchased Services under budget - Primarily due to lower than budgeted census	395,430	
Other Purchased Services under budget - Temporary staff coverage	(7,160)	
Utilities under budget - Seasonal spread of budget	172,322	
Insurance Expense under budget- Premiums lower than budget	129,929	
Management Fees under budget - Incentive Portion of Fees	297,500	
Marketing and Promotions under budget - Not yet incurred	29,254	
All Other Expenses under budget	<u>61,942</u>	
Total Expense Variance		\$ 1,151,185
 Actual Net Operating Income (w/o Medicaid Subsidy, Property Tax Levy and Capital Expenditures)		 \$ (3,429,389)

**WINCHESTER HOUSE
CENSUS BY PAYOR
ACTUAL VS. BUDGET
12/1/2012 - 10/31/2013**

	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	12/12-02/13 Total	Payor Mix %
Actual Census Days (By Payor)														
Medicare	529	489	550	760	771	717	490	537	436	408	469		6,156	11.27%
Private	1,064	1,058	877	846	732	743	744	805	857	924	985		9,635	17.64%
Medicaid	3,480	3,495	3,076	3,616	3,334	3,514	3,447	3,599	3,737	3,649	3,753		38,700	70.86%
Managed Care	28	0	0	6	0	0	45	31	17	0	0		127	0.23%
Total Actual Census	5,101	5,042	4,503	5,228	4,837	4,974	4,726	4,972	5,047	4,981	5,207	-	54,618	100.00%
Total Capacity	5,735	5,735	5,180	5,735	5,550	5,735	5,550	5,735	5,735	5,550	5,735		61,975	
Actual Occupancy %	88.9%	87.9%	86.9%	91.2%	87.2%	86.7%	85.2%	86.7%	88.0%	89.7%	90.8%		88.13%	
Budgeted Census Days (By Payor)														
Medicare	775	775	700	775	750	775	750	775	775	775	775		8,400	14.04%
Private	836	836	755	836	809	836	809	836	836	836	836		9,062	15.15%
Medicaid	3,876	3,876	3,501	3,876	3,751	3,876	3,751	3,876	3,876	3,876	3,876		42,010	70.24%
Managed Care	31	31	28	31	30	31	30	31	31	31	31		336	0.56%
Total Budgeted Census Days	5,518	5,518	4,984	5,518	5,340	5,518	5,340	5,518	5,518	5,518	5,518	-	59,808	100.00%
Total Capacity	5,735	5,735	5,180	5,735	5,550	5,735	5,550	5,735	5,735	5,550	5,735		61,975	
Budgeted Occupancy %	96.2%	96.2%	96.2%	99.4%	96.2%		96.50%							
Census Days (By Payor) Variance														
Medicare	(246)	(286)	(150)	(15)	21	(58)	(260)	(238)	(339)	(367)	(306)		(2,244)	-43.24%
Private	228	222	122	10	(77)	(93)	(65)	(31)	21	88	149		573	11.04%
Medicaid	(396)	(381)	(425)	(260)	(417)	(362)	(304)	(277)	(139)	(227)	(123)		(3,310)	-63.78%
Managed Care	(3)	(31)	(28)	(25)	(30)	(31)	15	-	(14)	(31)	(31)		(209)	-4.03%
Total Census Days Variance	(417)	(476)	(481)	(290)	(503)	(544)	(614)	(546)	(471)	(537)	(311)	-	(5,190)	-100.00%
Total Capacity	5,735	5,735	5,180	5,735	5,550	5,735	5,550	5,735	5,735	5,550	5,735		61,975	
Budgeted Occupancy %	-7.3%	-8.3%	-9.3%	-5.1%	-9.1%	-9.5%	-11.1%	-9.5%	-8.2%	-9.7%	-5.4%		-8.37%	

Winchester House
Projected Budget Variance Summary
12/01/12 - 11/30/13

ACCRUAL BASIS (PCC)

	<u>12/1/12 - 11/30/13</u> <u>Projected</u>	<u>Approved</u> <u>12/01/12 - 11/30/13</u> <u>Budget</u>	<u>Variance</u>
REVENUE			
Care Related Revenue			
Private Pay Revenue	\$ 2,285,976	\$ 2,029,843	\$ 256,133
Medicaid Revenue	6,584,954	6,497,190	87,763
Medicare A Revenue	3,057,872	4,155,981	(1,098,109)
Medicare B Revenue	217,092	285,000	(67,908)
Managed Care Revenue	45,781	178,850	(133,069)
Other Care Related Revenue	1,455	-	1,455
Total Care Related Revenue	<u>\$ 12,193,130</u>	<u>\$ 13,146,865</u>	<u>\$ (953,734)</u>
Other Income	2,570	4,000	(1,430)
TOTAL REVENUE	<u>\$ 12,195,700</u>	<u>\$ 13,150,865</u>	<u>\$ (955,165)</u>
EXPENSES			
Ancillary Expenses	\$ 1,020,789	\$ 1,322,167	\$ 301,378
Nursing	7,832,416	7,944,899	112,483
Activities	271,125	279,908	8,783
Social Services	140,639	136,764	(3,875)
Other Care Related	73,525	175,771	102,246
Dietary	1,605,039	1,648,581	43,542
Laundry	286,604	285,609	(995)
Housekeeping	603,706	663,763	60,058
Plant Operations & Maintenance	1,257,093	1,413,770	156,677
Taxes and Licenses	401,467	461,394	59,927
Property & Related	4,848	12,400	7,552
General & Administrative	2,689,244	2,847,148	157,904
Payroll Taxes & Fringe	-	-	-
TOTAL OPERATING EXPENSES	<u>\$ 16,186,495</u>	<u>\$ 17,192,174</u>	<u>\$ 1,005,680</u>
NET OPERATING INCOME	<u>\$ (3,990,795)</u>	<u>\$ (4,041,310)</u>	<u>\$ 50,515</u>
Capital Outlay	13,393	-	(13,393)
NET INCOME	<u>\$ (4,004,187)</u>	<u>\$ (4,041,310)</u>	<u>\$ 37,122</u>

Winchester House
Projected Budget Variance Summary
12/01/12 - 11/30/13

CENSUS

<u>Payor</u>	<u>Projected</u>	<u>Budget</u>	<u>Variance</u>
Medicare	6,610	9,125	(2,515)
Private	10,588	9,844	744
Medicaid	42,332	45,636	(3,304)
Managed Care	127	365	(238)
Total	<u>59,657</u>	<u>64,970</u>	<u>(5,313)</u>

ADC

	<u>Projected</u>	<u>Budget</u>	<u>Variance</u>
Medicare	18.11	25.00	(6.89)
Private	29.01	26.97	2.04
Medicaid	115.98	125.03	(9.05)
Managed Care	0.35	1.00	(0.65)
Total	<u>163.44</u>	<u>178.00</u>	<u>(14.56)</u>

PAYOR MIX

	<u>Projected</u>	<u>Budget</u>	<u>Variance</u>
Medicare	11.08%	14.04%	-2.97%
Private	17.75%	15.15%	2.60%
Medicaid	70.96%	70.24%	0.72%
Managed Care	0.21%	0.56%	-0.35%
Total	<u>100.00%</u>	<u>100.00%</u>	<u>0.00%</u>

**WINCHESTER HOUSE
PROJECTED CENSUS BY PAYOR
ACTUAL VS. BUDGET
12/1/12 - 11/30/13**

	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	12/12-11/13 Total	Payor Mix %
	ACTUAL													
Actual Census Days (By Payor)	FORECAST													
Medicare	529	489	550	760	771	717	490	537	436	408	469	454	6,610	11.08%
Private	1,064	1,058	877	846	732	743	744	805	857	924	985	953	10,588	17.75%
Medicaid	3,480	3,495	3,076	3,616	3,334	3,514	3,447	3,599	3,737	3,649	3,753	3,632	42,332	70.96%
Managed Care	28	-	-	6	-	-	45	31	17	-	-	-	127	0.21%
Total Actual Census	5,101	5,042	4,503	5,228	4,837	4,974	4,726	4,972	5,047	4,981	5,207	5,039	59,657	100.00%
Total Capacity	5,735	5,735	5,180	5,735	5,550	5,735	5,550	5,735	5,735	5,550	5,735	5,550	67,525	
Actual Occupancy %	88.9%	87.9%	86.9%	91.2%	87.2%	86.7%	85.2%	86.7%	88.0%	89.7%	90.8%	90.8%	88.35%	
	Budgeted Census Days (By Payor)													
Medicare	775	775	700	775	750	775	750	775	775	775	775	750	9,150	14.04%
Private	836	836	755	836	809	836	809	836	836	836	836	809	9,871	15.15%
Medicaid	3,876	3,876	3,501	3,876	3,751	3,876	3,751	3,876	3,876	3,876	3,876	3,751	45,761	70.24%
Managed Care	31	31	28	31	30	31	30	31	31	31	31	30	366	0.56%
Total Budgeted Census Days	5,518	5,518	4,984	5,518	5,340	5,518	5,340	5,518	5,518	5,518	5,518	5,340	65,148	100.00%
Total Capacity	5,735	5,735	5,180	5,735	5,550	5,735	5,550	5,735	5,735	5,550	5,735	5,550	67,525	
Budgeted Occupancy %	96.2%	96.2%	96.2%	96.2%	96.2%	96.2%	96.2%	96.2%	96.2%	99.4%	96.2%	96.2%	96.48%	
	Census Days (By Payor) Variance													
Medicare	(246)	(286)	(150)	(15)	21	(58)	(260)	(238)	(339)	(367)	(306)	(296)	(2,540)	-46.26%
Private	228	222	122	10	(77)	(93)	(65)	(31)	21	88	149	144	717	13.06%
Medicaid	(396)	(381)	(425)	(260)	(417)	(362)	(304)	(277)	(139)	(227)	(123)	(119)	(3,429)	-62.45%
Managed Care	(3)	(31)	(28)	(25)	(30)	(31)	15	-	(14)	(31)	(31)	(30)	(239)	-4.35%
Total Census Days Variance	(417)	(476)	(481)	(290)	(503)	(544)	(614)	(546)	(471)	(537)	(311)	(301)	(5,491)	-100.00%
Total Capacity	5,735	5,735	5,180	5,735	5,550	5,735	5,550	5,735	5,735	5,550	5,735	5,550	67,525	
Occupancy % Variance	-7.3%	-8.3%	-9.3%	-5.1%	-9.1%	-9.5%	-11.1%	-9.5%	-8.2%	-9.7%	-5.4%	-5.4%	-8.13%	