

Winchester House
Budget Variance Reconciliation
[Without Medicaid County Subsidy & Property Tax Levy]
12/01/11 - 08/31/12

ACCRUAL BASIS FORMAT (PCC)

		Total \$'s
Modified 12/01/11 - 08/31/12 Budgeted Net Income (Without Medicaid Subsidy and Property Tax Levy)		<u>\$ (4,192,812)</u>
<u>REVENUE RELATED VARIANCES:</u>		
Private Revenue under budget - Lower levels of care, net of 1,397 days over budget	\$ (298,485)	
Medicaid Revenue over budget - Higher rate related to new Bed Tax Methodology, net of 1,659 days under budget	721,053	
Medicare A Revenue under budget - 794 days under budget, net of higher than budgeted RUGs	(254,780)	
Medicare B Revenue over budget - Higher than budgeted # of Part B services	114,061	
Managed Care Revenue over budget - 180 days over budget	74,255	
Medicaid Prior Year Revenue over budget - Prior year Medicaid rate adjustments	335,947	
Miscellaneous Income under budget	(31,006)	
All Other Revenue over budget	<u>-</u>	\$ 661,046
<u>EXPENSE RELATED VARIANCES:</u>		
Ancillary Expenses under budget - Incurred ancillary expenses lower than budget	\$ 227,175	
Nurse Agency over budget - Continued usage of nurse agency due to vacant positions	(133,139)	
Purchased Services under budget - Vacant staff positions	902,288	
Utilities under budget - Seasonal spread of budget	123,042	
Bed Tax over budget - New Methodology	(412,327)	
Insurance Expense under budget - Premiums lower than budget	80,468	
Management Fees under budget - Incentive Portion of Fees	97,497	
Marketing and Promotions under budget - Not yet incurred	31,937	
Capital Outlay under budget - Not yet incurred	340,209	
All Other Expenses under budget	<u>(18,436)</u>	\$ 1,238,713
Actual 12/01/11 - 08/31/12 Net Income (Without Medicaid Subsidy and Property Tax Levy)		\$ (2,293,053)

Winchester House
Budget Variance Summary
12/01/11 - 08/31/12
ACCRUAL BASIS (PCC)

	12/01/11 - 08/31/12 <u>Actual</u>	Modified 12/01/11 - 08/31/12 <u>Budget</u>	<u>Variance</u>
REVENUE			
Care Related Revenue			
Private Pay Revenue	\$ 1,647,735	\$ 1,610,273	\$ 37,462
Medicaid Revenue	4,893,866	4,172,813	721,053
Medicare A Revenue	2,225,634	2,480,414	(254,780)
Medicare B Revenue	205,752	91,691	114,061
Managed Care Revenue	74,255	-	74,255
Other Care Related Revenue	-	-	-
Total Care Related Revenue	\$ 9,047,243	\$ 8,355,191	\$ 692,052
Housing Revenue		-	
Other Income	3,734	34,740	(31,006)
TOTAL REVENUE	\$ 9,050,977	\$ 8,389,931	\$ 661,046
EXPENSES			
Ancillary Expenses	724,771	\$ 951,946	\$ 227,175
Nursing	5,104,672	5,818,633	713,961
Activities	209,286	192,928	(16,358)
Social Services	90,228	103,303	13,075
Other Care Related	12,896	116,887	103,991
Dietary	1,092,055	1,232,539	140,484
Laundry	252,621	245,314	(7,307)
Housekeeping	414,522	414,522	-
Plant Operations & Maintenance	946,420	1,061,966	115,546
Taxes and Licenses	544,088	129,240	(414,848)
Property & Related	10,989	351,198	340,209
General & Administrative	1,785,672	1,964,267	178,595
Payroll Taxes & Fringe	155,810	-	(155,810)
TOTAL OPERATING EXPENSES	\$ 11,344,030	\$ 12,582,743	\$ 1,238,713
NET OPERATING INCOME	\$ (2,293,053)	\$ (4,192,812)	\$ 1,899,759

WINCHESTER HOUSE
CENSUS BY PAYOR
ACTUAL VS. BUDGET
12/01/11 - 08/31/12

	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	12/11 - 08/12 Total
Actual Census Days (By Payor)										
Medicare	401	444	515	670	773	643	562	498	488	4,994
Private	962	971	924	961	1,045	1,106	1,078	1,050	1,122	9,219
Medicaid	3,697	3,562	3,303	3,560	3,350	3,447	3,432	3,734	3,549	31,634
Managed Care	8	-	3	17		31	50	40	31	180
Total Actual Census	5,068	4,977	4,745	5,208	5,168	5,227	5,122	5,322	5,190	46,027
Total Capacity	5,735	5,735	5,365	5,735	5,550	5,735	5,550	5,735	5,735	50,875
Actual Occupancy %	88.37%	86.78%	88.44%	90.81%	93.12%	91.14%	92.29%	92.80%	90.50%	90.47%
Budgeted Census Days (By Payor)										
Medicare	409	444	518	651	630	744	780	806	806	5,788
Private	962	1,000	924	812	809	836	809	835	835	7,822
Medicaid	3,697	3,533	3,303	3,773	3,699	3,853	3,729	3,853	3,853	33,293
Managed Care	-	-	-	-	-	-				-
Total Budgeted Census Days	5,068	4,977	4,745	5,236	5,138	5,433	5,318	5,494	5,494	46,903
Total Capacity	5,735	5,735	5,365	5,735	5,550	5,735	5,550	5,735	5,735	50,875
Budgeted Occupancy %	88.37%	86.78%	88.44%	91.30%	92.58%	94.74%	95.82%	95.80%	95.80%	92.19%
Census Days (By Payor) Variance										
Medicare	(8)	-	(3)	19	143	(101)	(218)	(308)	(318)	(794)
Private	-	(29)	-	149	236	270	269	215	287	1,397
Medicaid	-	29	-	(213)	(349)	(406)	(297)	(119)	(304)	(1,659)
Managed Care	8	-	3	17	-	31	50	40	31	180
Total Census Days Variance	-	-	-	(28)	30	(206)	(196)	(172)	(304)	(876)
Total Capacity	5,735	5,735	5,365	5,735	5,550	5,735	5,550	5,735	5,735	50,875
Budgeted Occupancy %	0.00%	0.00%	0.00%	-0.49%	0.54%	-3.60%	-3.53%	-3.00%	-5.30%	-1.72%