

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

ACCRUAL BASIS FORMAT (PCC)

| | | Total \$'s |
|--|-----------|-----------------------|
| Approved 12/01/12 - 12/31/12 Budgeted Net Income (Without Medicaid Subsidy and Property Tax Levy) | | \$ (340,915) |
| <u>REVENUE RELATED VARIANCES:</u> | | |
| Private Revenue over budget - 223 days over budget, net of lower levels of care | \$ 22,030 | |
| Medicaid Revenue under budget - 403 days under budget | (38,943) | |
| Medicare A Revenue under budget - 234 days under budget, net of higher than budgeted RUGs | (92,361) | |
| Medicare B Revenue under budget - Lower than budgeted # of Part B services | (16,644) | |
| Managed Care Revenue under budget - Prior period adjustment | (19,204) | |
| All Other Revenue over budget | 2,551 | |
| | <hr/> | |
| Total Revenue Variance | | \$ (142,571) |
| <u>EXPENSE RELATED VARIANCES:</u> | | |
| Ancillary Expenses under budget - Promarily due to lower than budgeted Medicare census | \$ 40,800 | |
| Nurse Agency over budget - Usage of nurse agency to cover vacant positions and holiday coverage | (29,986) | |
| Purchased Services under budget - Primarily due to lower than budgeted census | 54,489 | |
| Bed Tax Under budget - Primarily due to lower than budgeted census | 19,254 | |
| Management Fess under budget - Incentive portion of fees | 22,500 | |
| Supply Costs (Non-Ancillary) under budget - Primarily due to lower than budgeted census | 35,341 | |
| All Other Expenses under budget | 23,746 | |
| | <hr/> | |
| Total Expense Variance | | \$ 166,144 |
| Actual 12/01/12 - 12/31/12 Net Income (Without Medicaid Subsidy and Property Tax Levy) | | \$ (317,342) |

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

ACCRUAL BASIS (PCC)

| | 12/01/12 - 12/31/12 <u>Actual</u> | Approved 12/01/12 - 12/31/12 <u>Budget</u> | <u>Variance</u> |
|-----------------------------------|--------------------------------------|--|---------------------|
| REVENUE | | | |
| Care Related Revenue | | | |
| Private Pay Revenue | \$ 194,428 | \$ 172,398 | \$ 22,030 |
| Medicaid Revenue | 512,873 | 551,816 | (38,943) |
| Medicare A Revenue | 260,613 | 352,974 | (92,361) |
| Medicare B Revenue | 7,562 | 24,206 | (16,644) |
| Managed Care Revenue | (4,014) | 15,190 | (19,204) |
| Other Care Related Revenue | <u>2,670</u> | <u>-</u> | <u>2,670</u> |
| Total Care Related Revenue | \$ 974,132 | \$ 1,116,584 | \$ (142,452) |
| Other Income | <u>221</u> | <u>340</u> | <u>(119)</u> |
| TOTAL REVENUE | \$ 974,353 | \$ 1,116,924 | \$ (142,571) |
| EXPENSES | | | |
| Ancillary Expenses | \$ 71,492.67 | 112,293 | \$ 40,800 |
| Nursing | 648,705 | 675,825 | 27,120 |
| Activities | 27,084 | 23,812 | (3,272) |
| Social Services | 11,636 | 11,636 | - |
| Other Care Related | - | 14,954 | 14,954 |
| Dietary | 114,544 | 140,175 | 25,631 |
| Laundry | 28,870 | 24,298 | (4,572) |
| Housekeeping | 55,307 | 56,466 | 1,159 |
| Plant Operations & Maintenance | 115,486 | 120,074 | 4,588 |
| Taxes and Licenses | 20,120 | 39,184 | 19,064 |
| Property & Related | 513 | 1,033 | 520 |
| General & Administrative | 197,914 | 238,089 | 40,175 |
| Payroll Taxes & Fringe | <u>25</u> | <u>-</u> | <u>(25)</u> |
| TOTAL OPERATING EXPENSES | \$ 1,291,695 | \$ 1,457,839 | \$ 166,144 |
| NET OPERATING INCOME | \$ (317,342) | \$ (340,915) | \$ 23,573 |

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

| | Dec-12 | Jan-13 | Feb-13 | Mar-13 | Apr-13 | May-13 | Jun-13 | Jul-13 | Aug-13 | Sep-13 | Oct-13 | Nov-13 | 12/12-12/12 Total | Payor Mix % |
|--|---------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------------------|-------------------|
| Actual Census Days (By Payor) | | | | | | | | | | | | | | |
| Medicare | 541 | | | | | | | | | | | | 541 | 10.61% |
| Private | 1,059 | | | | | | | | | | | | 1,059 | 20.76% |
| Medicaid | 3,473 | | | | | | | | | | | | 3,473 | 68.08% |
| Managed Care | 28 | | | | | | | | | | | | 28 | 0.55% |
| Total Actual Census | 5,101 | - | - | - | - | - | - | - | - | - | - | - | 5,101 | 100.00% |
| Total Capacity | 5,735 | | | | | | | | | | | | 5,735 | |
| Actual Occupancy % | 88.95% | | | | | | | | | | | | 88.95% | |
| Budgeted Census Days (By Payor) | | | | | | | | | | | | | | |
| Medicare | 775 | | | | | | | | | | | | 775 | 14.04% |
| Private | 836 | | | | | | | | | | | | 836 | 15.15% |
| Medicaid | 3,876 | | | | | | | | | | | | 3,876 | 70.24% |
| Managed Care | 31 | | | | | | | | | | | | 31 | 0.56% |
| Total Budgeted Census Days | 5,518 | - | - | - | - | - | - | - | - | - | - | - | 5,518 | 100.00% |
| Total Capacity | 5,735 | | | | | | | | | | | | 5,735 | |
| Budgeted Occupancy % | 96.22% | | | | | | | | | | | | 96.22% | |
| Census Days (By Payor) Variance | | | | | | | | | | | | | | |
| Medicare | (234) | | | | | | | | | | | | (234) | 56.12% |
| Private | 223 | | | | | | | | | | | | 223 | -53.48% |
| Medicaid | (403) | | | | | | | | | | | | (403) | 96.64% |
| Managed Care | (3) | | | | | | | | | | | | (3) | 0.72% |
| Total Census Days Variance | (417) | - | - | - | - | - | - | - | - | - | - | - | (417) | 100.00% |
| Total Capacity | 5,735 | | | | | | | | | | | | 5,735 | |
| Budgeted Occupancy % | -7.27% | | | | | | | | | | | | -7.27% | |