

Winchester House
Budget Variance Reconciliation
[Without Medicaid County Subsidy & Property Tax Levy]
12/01/12 - 02/28/13

ACCRUAL BASIS FORMAT (PCC)

		Total \$'s
Approved 12/01/12 - 02/28/13 Budgeted Net Income (Without Medicaid Subsidy and Property Tax Levy)		\$ (1,001,423)
<u>REVENUE RELATED VARIANCES:</u>		
Private Revenue over budget - 568 days over budget, net of lower levels of care	\$ 374,787	
Medicaid Revenue under budget - 1,272 days under budget	(349,021)	
Medicare A Revenue under budget - 670 days under budget, net of higher than budgeted RUGs	(280,349)	
Medicare B Revenue under budget - Lower than budgeted # of Part B services	(13,149)	
Managed Care Revenue under budget - Prior period adjustment	(36,628)	
All Other Revenue under budget	(423)	
Total Revenue Variance		\$ (304,782)
<u>EXPENSE RELATED VARIANCES:</u>		
Ancillary Expenses under budget - Promarily due to lower than budgeted Medicare census	\$ 91,238	
Nurse Agency over budget - Usage of nurse agency to cover vacant positions and holiday coverage	(82,112)	
Purchased Services under budget - Primarily due to lower than budgeted census	294,786	
Utilities under budget - Seasonal spread of budget	34,156	
Bed Tax over budget - Primarily due to lower than budgeted census	(14,371)	
Management Fees under budget - Incentive Portion of Fees	67,500	
Marketing and Promotions under budget - Not yet incurred	8,377	
Supply Costs (Non-Ancillary) under budget - Primarily due to lower than budgeted census	47,392	
All Other Expenses under budget	18,084	
Total Expense Variance		\$ 465,050
Actual 12/01/12 - 02/28/13 Net Income (Without Medicaid Subsidy and Property Tax Levy)		\$ (841,156)

Winchester House
Budget Variance Summary
12/01/12 - 02/28/13
ACCRUAL BASIS (PCC)

	12/01/12 - 02/28/13	Approved 12/01/12 - 02/28/13	
	Actual	Budget	Variance
REVENUE			
Care Related Revenue			
Private Pay Revenue	\$ 875,297	\$ 500,510	\$ 374,787
Medicaid Revenue	1,252,860	1,602,047	(349,187)
Medicare A Revenue	744,414	1,024,763	(280,349)
Medicare B Revenue	57,127	70,276	(13,149)
Managed Care Revenue	7,472	44,100	(36,628)
Other Care Related Revenue	(166)	-	(166)
Total Care Related Revenue	\$ 2,937,005	\$ 3,241,696	\$ (304,691)
Other Income	896	987	(91)
TOTAL REVENUE	\$ 2,937,901	\$ 3,242,683	\$ (304,782)
EXPENSES			
Ancillary Expenses	\$ 234,782	\$ 326,019	\$ 91,238
Nursing	1,811,784	1,962,283	150,499
Activities	65,861	69,131	3,270
Social Services	23,524	33,781	10,257
Other Care Related	15,497	43,415	27,918
Dietary	361,157	406,960	45,803
Laundry	78,318	70,543	(7,775)
Housekeeping	115,295	163,933	48,638
Plant Operations & Maintenance	322,110	348,601	26,491
Taxes and Licenses	128,147	113,776	(14,371)
Property & Related	1,959	3,099	1,140
General & Administrative	619,609	702,565	82,956
Payroll Taxes & Fringe	1,013	-	(1,013)
TOTAL OPERATING EXPENSES	\$ 3,779,057	\$ 4,244,106	\$ 465,049
NET OPERATING INCOME	\$ (841,156)	\$ (1,001,423)	\$ 160,267

**WINCHESTER HOUSE
CENSUS BY PAYOR
ACTUAL VS. BUDGET
12/01/12 - 02/28/13**

	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	12/12-02/13 Total	Payor Mix %
Actual Census Days (By Payor)														
Medicare	541	489	550										1,580	10.79%
Private	1,059	1,058	878										2,995	20.45%
Medicaid	3,473	3,433	3,075										9,981	68.15%
Managed Care	28	62	0										90	0.61%
Total Actual Census	5,101	5,042	4,503	-	-	-	-	-	-	-	-	-	14,646	100.00%
Total Capacity	5,735	5,735	5,180										16,650	
Actual Occupancy %	88.95%	87.92%	86.93%										87.96%	
Budgeted Census Days (By Payor)														
Medicare	775	775	700										2,250	14.04%
Private	836	836	755										2,427	15.15%
Medicaid	3,876	3,876	3,501										11,253	70.24%
Managed Care	31	31	28	-	-	-							90	0.56%
Total Budgeted Census Days	5,518	5,518	4,984	-	-	-	-	-	-	-	-	-	16,020	100.00%
Total Capacity	5,735	5,735	5,180										16,650	
Budgeted Occupancy %	96.22%	96.22%	96.22%										96.22%	
Census Days (By Payor) Variance														
Medicare	(234)	(286)	(150)	-	-	-	-	-	-	-	-	-	(670)	48.76%
Private	223	222	123	-	-	-	-	-	-	-	-	-	568	-41.33%
Medicaid	(403)	(443)	(426)	-	-	-	-	-	-	-	-	-	(1,272)	92.56%
Managed Care	(3)	31	(28)	-	-	-	-	-	-	-	-	-	-	0.00%
Total Census Days Variance	(417)	(476)	(481)	-	-	-	-	-	-	-	-	-	(1,374)	100.00%
Total Capacity	5,735	5,735	5,180										16,650	
Budgeted Occupancy %	-7.27%	-8.30%	-9.29%										-8.25%	

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

ACCRUAL BASIS (PCC)

	<u>12/01/12 - 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	\$ 2,255,589	\$ 2,029,843	\$ 225,746
Medicaid Revenue	6,067,600	6,497,190	(429,590)
Medicare A Revenue	4,026,094	4,155,981	(129,887)
Medicare B Revenue	231,681	285,000	(53,319)
Managed Care Revenue	149,226	178,850	(29,624)
Other Care Related Revenue	<u>-</u>	<u>-</u>	<u>-</u>
Total Care Related Revenue	\$ 12,730,191	\$ 13,146,865	\$ (416,674)
Other Income	<u>4,000</u>	<u>4,000</u>	<u>-</u>
TOTAL REVENUE	\$ 12,734,191	\$ 13,150,865	\$ (416,674)
EXPENSES			
Ancillary Expenses	\$ 1,202,169	\$ 1,322,167	\$ 119,998
Nursing	7,597,792	7,944,899	347,107
Activities	267,103	279,908	12,805
Social Services	135,403	136,764	1,361
Other Care Related	142,847	175,771	32,924
Dietary	1,464,694	1,648,581	183,887
Laundry	317,625	285,609	(32,016)
Housekeeping	567,587	663,763	96,177
Plant Operations & Maintenance	1,356,334	1,413,770	57,436
Taxes and Licenses	519,709	461,394	(58,315)
Property & Related	7,943	12,400	4,457
General & Administrative	2,812,858	2,847,148	34,290
Payroll Taxes & Fringe	<u>4,110</u>	<u>-</u>	<u>(4,110)</u>
TOTAL OPERATING EXPENSES	\$ 16,396,174	\$ 17,192,174	\$ 796,000
NET OPERATING INCOME	\$ (3,661,983)	\$ (4,041,310)	\$ 379,326

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	8,464	9,125	(661)
Private	10,509	9,844	665
Medicaid	42,648	45,636	(2,988)
Managed Care	340	365	(25)
Total	<u>61,961</u>	<u>64,970</u>	<u>(3,009)</u>

ADC

	<u>Projected</u>	<u>Budget</u>	<u>Variance</u>
Medicare	23.19	25.00	(1.81)
Private	28.79	26.97	1.82
Medicaid	116.85	125.03	(8.18)
Managed Care	0.93	1.00	(0.07)
Total	<u>169.76</u>	<u>178.00</u>	<u>(8.24)</u>

PAYOR MIX

	<u>Projected</u>	<u>Budget</u>	<u>Variance</u>
Medicare	13.66%	14.04%	-0.38%
Private	16.96%	15.15%	1.81%
Medicaid	68.83%	70.24%	-1.41%
Managed Care	0.55%	0.56%	-0.01%
Total	<u>100.00%</u>	<u>100.00%</u>	<u>0.00%</u>