

Winchester House
Budget Variance Summary
12/01/12 - 06/30/13

ACCRUAL BASIS (PCC)

	12/01/12 - 06/30/13 <u>Actual</u>	Approved 12/01/12 - 06/30/13 <u>Budget</u>	<u>Variance</u>
REVENUE			
Care Related Revenue			
Private Pay Revenue	\$ 1,332,688	\$ 1,178,978	\$ 153,710
Medicaid Revenue	3,645,118	3,773,711	(128,593)
Medicare A Revenue	2,024,902	2,413,887	(388,985)
Medicare B Revenue	106,033	165,538	(59,505)
Managed Care Revenue	17,962	103,880	(85,918)
Other Care Related Revenue	434	-	434
Total Care Related Revenue	\$ 7,127,137	\$ 7,635,994	\$ (508,857)
Other Income *	1,639	2,325	(686)
TOTAL REVENUE	\$ 7,128,776	\$ 7,638,319	\$ (509,543)
EXPENSES			
Ancillary Expenses	\$ 619,962	\$ 767,951	\$ 147,989
Nursing	4,507,101	4,622,153	115,052
Activities	157,529	162,843	5,314
Social Services	77,569	79,573	2,004
Other Care Related	38,337	102,265	63,928
Dietary	922,032	958,614	36,583
Laundry	163,580	166,169	2,589
Housekeeping	358,691	386,156	27,465
Plant Operations & Maintenance	728,616	821,149	92,533
Taxes and Licenses	276,709	267,994	(8,715)
Property & Related	2,996	7,231	4,235
General & Administrative	1,465,032	1,647,122	182,090
Payroll Taxes & Fringe	-	-	-
TOTAL OPERATING EXPENSES	\$ 9,318,153	\$ 9,989,220	\$ 671,067
NET OPERATING INCOME	\$ (2,189,376)	\$ (2,350,901)	\$ 161,524
Capital Outlay	12,284	-	(12,284)
NET INCOME	\$ (2,201,660)	\$ (2,350,901)	\$ 149,241

* excludes property taxes

WINCHESTER HOUSE
CENSUS BY PAYOR
ACTUAL VS. BUDGET
12/01/12 - 06/30/13

	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	12/12-02/13 Total	Payor Mix %
Actual Census Days (By Payor)														
Medicare	529	489	550	760	771	717	490						4,306	12.51%
Private	1,064	1,058	877	848	768	836	860						6,311	18.34%
Medicaid	3,480	3,495	3,076	3,614	3,298	3,421	3,331						23,715	68.92%
Managed Care	28	0	0	6	0	0	45						79	0.23%
Total Actual Census	5,101	5,042	4,503	5,228	4,837	4,974	4,726						34,411	100.00%
Total Capacity	5,735	5,735	5,180	5,735	5,550	5,735	5,550						39,220	
Actual Occupancy %	88.9%	87.9%	86.9%	91.2%	87.2%	86.7%	85.2%						87.74%	
Budgeted Census Days (By Payor)														
Medicare	775	775	700	775	750	775	750						5,300	14.04%
Private	836	836	755	836	809	836	809						5,718	15.15%
Medicaid	3,876	3,876	3,501	3,876	3,751	3,876	3,751						26,507	70.24%
Managed Care	31	31	28	31	30	31	30						212	0.56%
Total Budgeted Census Days	5,518	5,518	4,984	5,518	5,340	5,518	5,340						37,736	100.00%
Total Capacity	5,735	5,735	5,180	5,735	5,550	5,735	5,550						39,220	
Budgeted Occupancy %	96.2%	96.2%	96.2%	96.2%	96.2%	96.2%	96.2%						96.22%	
Census Days (By Payor) Variance														
Medicare	(246)	(286)	(150)	(15)	21	(58)	(260)						(994)	-29.89%
Private	228	222	122	12	(41)	(0)	51						594	17.85%
Medicaid	(396)	(381)	(425)	(262)	(453)	(455)	(420)						(2,792)	-83.95%
Managed Care	(3)	(31)	(28)	(25)	(30)	(31)	15						(133)	-4.00%
Total Census Days Variance	(417)	(476)	(481)	(290)	(503)	(544)	(614)						(3,325)	-100.00%
Total Capacity	5,735	5,735	5,180	5,735	5,550	5,735	5,550						39,220	
Budgeted Occupancy %	-7.3%	-8.3%	-9.3%	-5.1%	-9.1%	-9.5%	-11.1%						-8.48%	

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

ACCRUAL BASIS (PCC)

	12/1/12 - 11/30/13 Projected	Approved 12/01/12 - 11/30/13 Budget	Variance
REVENUE			
Care Related Revenue			
Private Pay Revenue	\$ 2,370,740	\$ 2,029,843	\$ 340,897
Medicaid Revenue	6,207,701	6,497,190	(289,490)
Medicare A Revenue	3,505,482	4,155,981	(650,500)
Medicare B Revenue	182,557	285,000	(102,443)
Managed Care Revenue	52,749	178,850	(126,101)
Other Care Related Revenue	434	-	434
Total Care Related Revenue	\$ 12,319,662	\$ 13,146,865	\$ (827,202)
Other Income	2,822	4,000	(1,178)
TOTAL REVENUE	\$ 12,322,484	\$ 13,150,865	\$ (828,380)
EXPENSES			
Ancillary Expenses	\$ 1,104,092	\$ 1,322,167	\$ 218,076
Nursing	7,784,920	7,944,899	159,978
Activities	271,469	279,908	8,439
Social Services	133,674	136,764	3,090
Other Care Related	101,780	175,771	73,991
Dietary	1,604,557	1,648,581	44,024
Laundry	281,896	285,609	3,713
Housekeeping	618,130	663,763	45,634
Plant Operations & Maintenance	1,287,763	1,413,770	126,007
Taxes and Licenses	459,155	461,394	2,239
Property & Related	5,164	12,400	7,236
General & Administrative	2,703,681	2,847,148	143,467
Payroll Taxes & Fringe	-	-	-
TOTAL OPERATING EXPENSES	\$ 16,356,280	\$ 17,192,174	\$ 835,895
NET OPERATING INCOME	\$ (4,033,795)	\$ (4,041,310)	\$ 7,515
Capital Outlay	12,284	-	(12,284)
NET INCOME	\$ (4,046,079)	\$ (4,041,310)	\$ (4,769)

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	7,454	9,125	(1,671)
Private	11,227	9,844	1,383
Medicaid	40,387	45,636	(5,249)
Managed Care	232	365	(133)
Total	<u>59,300</u>	<u>64,970</u>	<u>(5,670)</u>

ADC

	<u>Projected</u>	<u>Budget</u>	<u>Variance</u>
Medicare	20.42	25.00	(4.58)
Private	30.76	26.97	3.79
Medicaid	110.65	125.03	(14.38)
Managed Care	0.64	1.00	(0.36)
Total	<u>162.47</u>	<u>178.00</u>	<u>(15.53)</u>

PAYOR MIX

	<u>Projected</u>	<u>Budget</u>	<u>Variance</u>
Medicare	12.57%	14.04%	-1.47%
Private	18.93%	15.15%	3.78%
Medicaid	68.11%	70.24%	-2.14%
Managed Care	0.39%	0.56%	-0.17%
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	Payor Mix %
	FORECAST												Total	
ACTUAL														
Actual Census Days (By Payor)														
Medicare	529	489	550	760	771	717	490	551	613	654	676	654	7,454	12.57%
Private	1,064	1,058	877	848	768	836	860	996	996	964	996	964	11,227	18.93%
Medicaid	3,480	3,495	3,076	3,614	3,298	3,421	3,331	3,378	3,378	3,269	3,378	3,269	40,387	68.11%
Managed Care	28	-	-	6	-	-	45	31	31	30	31	30	232	0.39%
Total Actual Census	5,101	5,042	4,503	5,228	4,837	4,974	4,726	4,956	5,018	4,917	5,081	4,917	59,300	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%	86.4%	87.5%	88.6%	88.6%	88.6%	87.82%	
Budgeted Census Days (By Payor)														
Medicare	775	775	700	775	750	775	750	775	775	750	775	750	9,125	14.04%
Private	836	836	755	836	809	836	809	836	836	809	836	809	9,844	15.15%
Medicaid	3,876	3,876	3,501	3,876	3,751	3,876	3,751	3,876	3,876	3,751	3,876	3,751	45,636	70.24%
Managed Care	31	31	28	31	30	31	30	31	31	30	31	30	365	0.56%
Total Budgeted Census Days	5,518	5,518	4,984	5,518	5,340	5,518	5,340	5,518	5,518	5,340	5,518	5,340	64,970	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%	96.2%	96.2%	96.2%	96.22%	
Census Days (By Payor) Variance														
Medicare	(246)	(286)	(150)	(15)	21	(58)	(260)	(224)	(162)	(96)	(99)	(96)	(1,671)	-29.46%
Private	228	222	122	12	(41)	(0)	51	160	160	155	160	155	1,383	24.39%
Medicaid	(396)	(381)	(425)	(262)	(453)	(455)	(420)	(498)	(498)	(482)	(498)	(482)	(5,249)	-92.58%
Managed Care	(3)	(31)	(28)	(25)	(30)	(31)	15	-	-	-	-	-	(133)	-2.35%
Total Census Days Variance	(417)	(476)	(481)	(290)	(503)	(544)	(614)	(562)	(500)	(423)	(437)	(423)	(5,670)	-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%	-9.8%	-8.7%	-7.6%	-7.6%	-7.6%	-8.40%	