

**Winchester House**  
**Budget Variance Reconciliation**  
**[Without Medicaid County Subsidy & Property Tax Levy]**  
**12/1/2014 - 12/31/2014**

**ACCRUAL BASIS FORMAT (PCC)**

	<b>Total</b>	<b>\$'s</b>
<b>Approved Budgeted Net Income (Without Medicaid Subsidy and Property Tax Levy)</b>	<b>\$ (398,148)</b>	
<b><u>REVENUE RELATED VARIANCES:</u></b>		
Private Revenue under budget - 90 days under budget and prior period reclass of \$97,920	\$ (124,025)	
Medicaid Revenue over budget- Reclass of Medicaid pending residents, 380 days over budget	82,009	
Medicare A Revenue over budget- 139 days over budget and higher average RUG rate than budget	77,294	
Medicare B Revenue under budget- Lower than budgeted # of Part B services	(3,321)	
Managed Care Revenue under budget - 64 days under budget	(13,837)	
Other Care Revenue under budget- Lower meal revenue than budget	(64)	
	<b>Total Revenue Variance</b>	<b>\$ 18,056</b>
<b><u>EXPENSE RELATED VARIANCES:</u></b>		
Ancillary Expenses over budget - Primarily due to higher than budgeted Medicare census	\$ (15,537)	
Nurse Agency under budget	2,544	
SDL Purchased Services over budget - Primarily due to higher than budgeted census	(25,479)	
Other Purchased Services under budget - Lower than budgeted use of purchased services	9,235	
Supplies over budget - Primarily due to higher than budgeted census	(9,436)	
Utilities over budget - Higher than budgeted gas expense	(2,551)	
Management Fees under budget - Due to spread of budgeted Incentive portion of fees	18,000	
Marketing and Promotions under budget - Not yet incurred	2,790	
Taxes and Licenses over budget - Primarily due to timing of bed tax recoupment	(11,600)	
All Other Expenses over budget	(9,405)	
	<b>Total Expense Variance</b>	<b>\$ (41,438)</b>
<b>Actual Net Operating Income (w/o Medicaid Subsidy, Property Tax Levy and Capital Expenditures)</b>	<b>\$ (421,530)</b>	

**Winchester House**  
**Budget Variance Summary**  
**12/1/2014 - 12/31/2014**

**ACCRUAL BASIS (PCC)**

	<b>12/1/2014 - 12/31/2014</b>	<b>Approved</b>			
		<b>Actual</b>	<b>Budget</b>	<b>Variance</b>	
<b>REVENUE</b>					
<b>Care Related Revenue</b>					
Private Pay Revenue	\$ 101,884	\$ 225,909	\$ (124,025)		
Medicaid Revenue	613,969	531,960	82,009		
Medicare A Revenue	305,144	227,850	77,294		
Medicare B Revenue	15,848	19,169	(3,321)		
Managed Care Revenue	45,838	59,675	(13,837)		
Other Care Related Revenue	-	-	-		
<b>Total Care Related Revenue</b>	<b>\$ 1,082,684</b>	<b>\$ 1,064,564</b>	<b>\$ 18,120</b>		
Other Income *	193	257	(64)		
<b>TOTAL REVENUE</b>	<b>\$ 1,082,877</b>	<b>\$ 1,064,821</b>	<b>\$ 18,056</b>		
<b>EXPENSES</b>					
Ancillary Expenses					
Nursing	\$ 106,937	\$ 91,400	\$ (15,537)		
Activities	739,554	672,573	(66,981)		
Social Services	24,851	23,963	(888)		
Other Care Related	12,962	12,949	(13)		
Dietary	7,638	16,062	8,423		
Laundry	141,948	159,814	17,867		
Housekeeping	21,861	24,985	3,124		
Plant Operations & Maintenance	49,644	50,354	710		
Taxes and Licenses	111,880	108,778	(3,102)		
Property & Related	50,241	38,642	(11,600)		
General & Administrative	-	300	300		
Payroll Taxes & Fringe	236,890	263,150	26,259		
<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 1,504,407</b>	<b>\$ 1,462,969</b>	<b>\$ (41,438)</b>		
<b>NET OPERATING INCOME</b>	<b>\$ (421,530)</b>	<b>\$ (398,148)</b>	<b>\$ (23,382)</b>		
Capital Outlay	-	-	-		
<b>NET INCOME</b>	<b>\$ (421,530)</b>	<b>\$ (398,148)</b>	<b>\$ (23,382)</b>		

\* excludes property taxes

**WINCHESTER HOUSE**  
**CENSUS BY PAYOR**  
**ACTUAL VS. BUDGET**  
**12/1/2014 - 12/31/2014**

	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Total	Payer Mix %
<b>Actual Census Days (By Payor)</b>														
Medicare	604	589	532	589	570	589	570	589	589	570	589	570	6,950	10.9%
Private	933	992	896	992	960	992	960	992	992	960	992	960	11,621	18.2%
Medicaid	3,790	3,782	3,416	3,782	3,660	3,782	3,660	3,782	3,782	3,660	3,782	3,660	44,538	69.7%
Managed Care	91	62	56	62	60	62	60	62	62	60	62	60	759	1.2%
<b>Total Actual Census</b>	<b>5,418</b>	<b>5,425</b>	<b>4,900</b>	<b>5,425</b>	<b>5,250</b>	<b>5,425</b>	<b>5,250</b>	<b>5,425</b>	<b>5,425</b>	<b>5,250</b>	<b>5,425</b>	<b>5,250</b>	<b>63,868</b>	<b>100.00%</b>
<b>Total Capacity</b>	<b>6,944</b>	<b>6,944</b>	<b>6,272</b>	<b>6,944</b>	<b>6,720</b>	<b>6,944</b>	<b>6,720</b>	<b>6,944</b>	<b>6,944</b>	<b>6,720</b>	<b>6,944</b>	<b>6,720</b>	<b>81,760</b>	
<b>Actual Occupancy %</b>	<b>78.0%</b>	<b>78.1%</b>	<b>78.12%</b>											
<b>Budgeted Census Days (By Payor)</b>														
Medicare	465	465	420	465	450	465	450	465	465	450	465	450	5,475	9.2%
Private	1,023	1,023	924	1,023	990	1,023	990	1,023	1,023	990	1,023	990	12,045	20.2%
Medicaid	3,410	3,410	3,080	3,410	3,300	3,410	3,300	3,410	3,410	3,300	3,410	3,300	40,150	67.5%
Managed Care	155	155	140	155	150	155	150	155	155	150	155	150	1,825	3.1%
<b>Total Budgeted Census Days</b>	<b>5,053</b>	<b>5,053</b>	<b>4,564</b>	<b>5,053</b>	<b>4,890</b>	<b>5,053</b>	<b>4,890</b>	<b>5,053</b>	<b>5,053</b>	<b>4,890</b>	<b>5,053</b>	<b>4,890</b>	<b>59,495</b>	<b>100.00%</b>
<b>Total Capacity</b>	<b>6,944</b>	<b>6,944</b>	<b>6,272</b>	<b>6,944</b>	<b>6,720</b>	<b>6,944</b>	<b>6,720</b>	<b>6,944</b>	<b>6,944</b>	<b>6,720</b>	<b>6,944</b>	<b>6,720</b>	<b>81,760</b>	
<b>Budgeted Occupancy %</b>	<b>72.8%</b>	<b>72.77%</b>												
<b>Census Days (By Payor) Variance</b>														
Medicare	139	124	112	124	120	124	120	124	124	120	124	120	1,475	-33.73%
Private	(90)	(31)	(28)	(31)	(30)	(31)	(30)	(31)	(31)	(30)	(31)	(30)	(424)	9.70%
Medicaid	380	372	336	372	360	372	360	372	372	360	372	360	4,388	-100.34%
Managed Care	(64)	(93)	(84)	(93)	(90)	(93)	(90)	(93)	(93)	(90)	(93)	(90)	(1,066)	24.38%
<b>Total Census Days Variance</b>	<b>365</b>	<b>372</b>	<b>336</b>	<b>372</b>	<b>360</b>	<b>372</b>	<b>360</b>	<b>372</b>	<b>372</b>	<b>360</b>	<b>372</b>	<b>360</b>	<b>4,373</b>	<b>-100.00%</b>
<b>Total Capacity</b>	<b>6,944</b>	<b>6,944</b>	<b>6,272</b>	<b>6,944</b>	<b>6,720</b>	<b>6,944</b>	<b>6,720</b>	<b>6,944</b>	<b>6,944</b>	<b>6,720</b>	<b>6,944</b>	<b>6,720</b>	<b>81,760</b>	
<b>Budgeted Occupancy %</b>	<b>5.3%</b>	<b>5.4%</b>	<b>5.35%</b>											

**Winchester House**  
**Projected Budget Variance Summary**  
**12/01/14 - 11/30/15**

**ACCRUAL BASIS (PCC)**

	<b>12/1/14 - 11/30/15</b> <b>Projected</b>	<b>Approved</b>		<b>Variance</b>		
		<b>12/01/14 - 11/30/15</b> <b>Budget</b>				
<b>REVENUE</b>						
<b>Care Related Revenue</b>						
Private Pay Revenue	\$ 2,556,620	\$ 2,659,900	\$ (103,280)			
Medicaid Revenue	7,215,026	6,263,400	951,626			
Medicare A Revenue	3,511,176	2,682,750	828,426			
Medicare B Revenue	188,447	231,704	(43,258)			
Managed Care Revenue	382,322	702,625	(320,303)			
Other Care Related Revenue	-	-	-			
<b>Total Care Related Revenue</b>	<b>\$ 13,853,590</b>	<b>\$ 12,540,379</b>	<b>\$ 1,313,211</b>			
Other Income	2,278	3,027	(749)			
<b>TOTAL REVENUE</b>	<b>\$ 13,855,868</b>	<b>\$ 12,543,406</b>	<b>\$ 1,312,462</b>			
<b>EXPENSES</b>						
<b>Operating Expenses</b>						
Ancillary Expenses	\$ 1,230,483	\$ 1,076,165	\$ (154,318)			
Nursing	8,717,942	7,919,625	(798,316)			
Activities	292,945	282,140	(10,805)			
Social Services	152,797	152,467	(331)			
Other Care Related	90,041	189,114	99,073			
Dietary	1,673,295	1,877,915	204,620			
Laundry	257,701	294,177	36,476			
Housekeeping	585,214	613,204	27,990			
Plant Operations & Maintenance	1,318,858	1,296,512	(22,346)			
Taxes and Licenses	353,555	457,563	104,007			
Property & Related	3,600	3,600	-			
General & Administrative	2,792,492	2,560,361	(232,130)			
Payroll Taxes & Fringe	-	-	-			
<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 17,468,923</b>	<b>\$ 16,722,843</b>	<b>\$ (746,079)</b>			
<b>NET OPERATING INCOME</b>	<b>\$ (3,613,055)</b>	<b>\$ (4,179,437)</b>	<b>\$ 566,383</b>			

**Winchester House**  
**Projected Budget Variance Summary**  
**12/01/14 - 11/30/15**

**CENSUS**

<b>Payor</b>	<b>Projected</b>	<b>Budget</b>	<b>Variance</b>
Medicare	6,950	5,475	1,475
Private	11,621	12,045	(424)
Medicaid	44,538	40,150	4,388
Managed Care	759	1,825	(1,066)
Total	<u>63,868</u>	<u>59,495</u>	<u>4,373</u>

**ADC**

	<b>Projected</b>	<b>Budget</b>	<b>Variance</b>
Medicare	19.04	15.00	4.04
Private	31.84	33.00	(1.16)
Medicaid	122.02	110.00	12.02
Managed Care	2.08	5.00	(2.92)
Total	<u>174.98</u>	<u>163.00</u>	<u>11.98</u>

**PAYOR MIX**

	<b>Projected</b>	<b>Budget</b>	<b>Variance</b>
Medicare	10.88%	9.20%	1.68%
Private	18.20%	20.25%	-2.05%
Medicaid	69.73%	67.48%	2.25%
Managed Care	1.19%	3.07%	-1.88%
Total	<u>100.00%</u>	<u>100.00%</u>	<u>0.00%</u>

**WINCHESTER HOUSE**  
**PROJECTED CENSUS BY PAYOR**  
**ACTUAL VS. BUDGET**  
**12/1/14 - 11/30/15**

	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	12/13-11/14 Total	Payor Mix %
<b>ACTUAL</b>														
<b>Actual Census Days (By Payor)</b>														
Medicare	604	589	532	589	570	589	570	589	589	570	589	570	6,950	10.9%
Private	933	992	896	992	960	992	960	992	992	960	992	960	11,621	18.2%
Medicaid	3,790	3,782	3,416	3,782	3,660	3,782	3,660	3,782	3,782	3,660	3,782	3,660	44,538	69.7%
Managed Care	91	62	56	62	60	62	60	62	62	60	62	60	759	1.2%
<b>Total Actual Census</b>	<b>5,418</b>	<b>5,425</b>	<b>4,900</b>	<b>5,425</b>	<b>5,250</b>	<b>5,425</b>	<b>5,250</b>	<b>5,425</b>	<b>5,425</b>	<b>5,250</b>	<b>5,425</b>	<b>5,250</b>	<b>63,868</b>	<b>100.00%</b>
<b>Total Capacity</b>	<b>5,735</b>	<b>5,735</b>	<b>5,180</b>	<b>5,735</b>	<b>5,550</b>	<b>5,735</b>	<b>5,550</b>	<b>5,735</b>	<b>5,735</b>	<b>5,550</b>	<b>5,735</b>	<b>5,550</b>	<b>67,525</b>	
<b>Actual Occupancy %</b>	<b>94.5%</b>	<b>94.6%</b>	<b>94.58%</b>											
<b>Budgeted Census Days (By Payor)</b>														
Medicare	465	465	420	465	450	465	450	465	465	450	465	450	5,475	9.2%
Private	1,023	1,023	924	1,023	990	1,023	990	1,023	1,023	990	1,023	990	12,045	20.2%
Medicaid	3,410	3,410	3,080	3,410	3,300	3,410	3,300	3,410	3,410	3,300	3,410	3,300	40,150	67.5%
Managed Care	155	155	140	155	150	155	150	155	155	150	155	150	1,825	3.1%
<b>Total Budgeted Census Days</b>	<b>5,053</b>	<b>5,053</b>	<b>4,564</b>	<b>5,053</b>	<b>4,890</b>	<b>5,053</b>	<b>4,890</b>	<b>5,053</b>	<b>5,053</b>	<b>4,890</b>	<b>5,053</b>	<b>4,890</b>	<b>59,495</b>	<b>100.00%</b>
<b>Total Capacity</b>	<b>5,735</b>	<b>5,735</b>	<b>5,180</b>	<b>5,735</b>	<b>5,550</b>	<b>5,735</b>	<b>5,550</b>	<b>5,735</b>	<b>5,735</b>	<b>5,550</b>	<b>5,735</b>	<b>5,550</b>	<b>67,525</b>	
<b>Budgeted Occupancy %</b>	<b>88.1%</b>	<b>88.11%</b>												
<b>Census Days (By Payor) Variance</b>														
Medicare	139	124	112	124	120	124	120	124	124	120	124	120	1,475	-33.7%
Private	(90)	(31)	(28)	(31)	(30)	(31)	(30)	(31)	(31)	(30)	(31)	(30)	(424)	9.7%
Medicaid	380	372	336	372	360	372	360	372	372	360	372	360	4,388	-100.3%
Managed Care	(64)	(93)	(84)	(93)	(90)	(93)	(90)	(93)	(93)	(90)	(93)	(90)	(1,066)	24.4%
<b>Total Census Days Variance</b>	<b>365</b>	<b>372</b>	<b>336</b>	<b>372</b>	<b>360</b>	<b>372</b>	<b>360</b>	<b>372</b>	<b>372</b>	<b>360</b>	<b>372</b>	<b>360</b>	<b>4,373</b>	<b>-100.00%</b>
<b>Total Capacity</b>	<b>5,735</b>	<b>5,735</b>	<b>5,180</b>	<b>5,735</b>	<b>5,550</b>	<b>5,735</b>	<b>5,550</b>	<b>5,735</b>	<b>5,735</b>	<b>5,550</b>	<b>5,735</b>	<b>5,550</b>	<b>67,525</b>	
<b>Occupancy % Variance</b>	<b>6.4%</b>	<b>6.5%</b>	<b>6.48%</b>											