

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

**ACCRUAL BASIS FORMAT (PCC)**

		<b>Total \$'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>		
<b>Private Revenue under budget</b> - 90 days under budget and prior period reclass of \$97,920	\$ (124,025)	
<b>Medicaid Revenue over budget</b> - Reclass of Medicaid pending residents, 380 days over budget	82,009	
<b>Medicare A Revenue over budget</b> - 139 days over budget and higher average RUG rate than budget	77,294	
<b>Medicare B Revenue under budget</b> - Lower than budgeted # of Part B services	(3,321)	
<b>Managed Care Revenue under budget</b> - 64 days under budget	(13,837)	
<b>Other Care Revenue under budget</b> - Lower meal revenue than budget	(64)	
<b>Total Revenue Variance</b>		<b>\$ 18,056</b>
<b><u>EXPENSE RELATED VARIANCES:</u></b>		
<b>Ancillary Expenses over budget</b> - Primarily due to higher than budgeted Medicare census	\$ (15,537)	
<b>Nurse Agency under budget</b>	2,544	
<b>SDL Purchased Services over budget</b> - Primarily due to higher than budgeted census	(25,479)	
<b>Other Purchased Services under budget</b> - Lower than budgeted use of purchased services	9,235	
<b>Supplies over budget</b> - Primarily due to higher than budgeted census	(9,436)	
<b>Utilities over budget</b> - Higher than budgeted gas expense	(2,551)	
<b>Management Fees under budget</b> - Due to spread of budgeted Incentive portion of fees	18,000	
<b>Marketing and Promotions under budget</b> - Not yet incurred	2,790	
<b>Taxes and Licenses over budget</b> - Primarily due to timing of bed tax recoupment	(11,600)	
<b>All Other Expenses over budget</b>	(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)**

	12/1/2014 - 12/31/2014 Actual	Approved 12/1/2014 - 12/31/2014 Budget	Variance
<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	\$ 106,937	\$ 91,400	\$ (15,537)
Nursing	739,554	672,573	(66,981)
Activities	24,851	23,963	(888)
Social Services	12,962	12,949	(13)
Other Care Related	7,638	16,062	8,423
Dietary	141,948	159,814	17,867
Laundry	21,861	24,985	3,124
Housekeeping	49,644	50,354	710
Plant Operations & Maintenance	111,880	108,778	(3,102)
Taxes and Licenses	50,241	38,642	(11,600)
Property & Related	-	300	300
General & Administrative	236,890	263,150	26,259
Payroll Taxes & Fringe	-	-	-
<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**

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

**ACCRUAL BASIS (PCC)**

	<b>12/1/14 - 11/30/15 Projected</b>	<b>Approved 12/01/14 - 11/30/15 Budget</b>	<b>Variance</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>			
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**

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