

Winchester House
 Budget Variance Reconciliation
 [Without Medicaid County Subsidy & Property Tax Levy]
 12/01/11 - 09/30/12

ACCRUAL BASIS FORMAT (PCC)

	Total	\$'s
Modified 12/01/11 - 09/30/12 Budgeted Net Income (Without Medicaid Subsidy and Property Tax Levy)		\$ (4,524,130)
<u>REVENUE RELATED VARIANCES:</u>		
Private Revenue under budget - Lower levels of care, net of 1,777 days over budget	\$	(243,717)
Medicaid Revenue over budget- Higher rate related to new Bed Tax Methodology, net of 1,777 days under budget		765,524
Medicare A Revenue under budget- 1,165 days under budget, net of higher than budgeted RUGs		(351,385)
Medicare B Revenue over budget- Higher than budgeted # of Part B services		144,471
Managed Care Revenue over budget - 197 days over budget		80,063
Medicaid Prior Year Revenue over budget- Prior year Medicaid rate adjustments		335,947
Miscellaneous Income under budget		(34,621)
All Other Revenue over budget		-
	\$	696,283
<u>EXPENSE RELATED VARIANCES:</u>		
Ancillary Expenses under budget - Incurred ancillary expenses lower than budget	\$	184,872
Nurse Agency over budget- Usage of nurse agency to cover vacant positions		(153,891)
Purchased Services under budget - Primarily due to vacant staff positions		931,987
Utilities under budget - Seasonal spread of budget		142,055
Bed Tax over budget - New Methodology		(417,731)
Insurance Expense under budget- Premiums lower than budget		111,588
Management Fees under budget - Incentive Portion of Fees		108,330
Marketing and Promotions under budget - Not yet incurred		34,868
Capital Outlay under budget - Not yet incurred		376,351
All Other Expenses under budget		(2,281)
	\$	1,316,148
Actual 12/01/11 - 09/3/12 Net Income (Without Medicaid Subsidy and Property Tax Levy)		\$ (2,511,700)

Winchester House
Budget Variance Summary
12/01/11 - 09/30/12
ACCRUAL BASIS (PCC)

	12/01/11 - 09/30/12 <u>Actual</u>	Modified 12/01/11 - 09/30/12 <u>Budget</u>	<u>Variance</u>
REVENUE			
Care Related Revenue			
Private Pay Revenue	\$ 1,542,767	\$ 1,786,484	\$ (243,717)
Medicaid Revenue	5,755,325	4,653,854	1,101,471
Medicare A Revenue	2,516,028	2,867,413	(351,385)
Medicare B Revenue	246,166	101,695	144,471
Managed Care Revenue	80,063	-	80,063
Other Care Related Revenue	-	-	-
Total Care Related Revenue	\$ 10,140,350	\$ 9,409,446	\$ 730,904
Housing Revenue		-	
Other Income	3,979	38,600	(34,621)
TOTAL REVENUE	\$ 10,144,329	\$ 9,448,046	\$ 696,283
EXPENSES			
Ancillary Expenses	870,890	\$ 1,055,762	\$ 184,872
Nursing	5,717,593	6,473,773	756,180
Activities	237,258	214,167	(23,091)
Social Services	98,720	114,181	15,461
Other Care Related	12,896	130,874	117,978
Dietary	1,194,280	1,369,319	175,039
Laundry	273,647	271,991	(1,656)
Housekeeping	454,211	459,738	5,527
Plant Operations & Maintenance	1,043,717	1,177,947	134,230
Taxes and Licenses	563,852	143,600	(420,252)
Property & Related	13,190	389,541	376,351
General & Administrative	2,019,964	2,171,283	151,319
Payroll Taxes & Fringe	155,810	-	(155,810)
TOTAL OPERATING EXPENSES	\$ 12,656,028	\$ 13,972,176	\$ 1,316,148
NET OPERATING INCOME	\$ (2,511,700)	\$ (4,524,130)	\$ 2,012,430

WINCHESTER HOUSE
CENSUS BY PAYOR
ACTUAL VS. BUDGET
12/01/11 - 09/30/12

	31	31	31	29	31	30	31	30	31	31	30	31	30	305
	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	12/11 - 09/12	Total		
Actual Census Days (By Payor)														
Medicare	401	444	515	670	773	643	562	498	488	529	5,236	51,403	5,523	
Private	962	971	924	961	1,045	1,106	1,078	1,060	1,122	1,219	5,433	51,403	10,438	
Medicaid	3,697	3,562	3,303	3,560	3,350	3,447	3,432	3,734	3,549	3,611	5,494	51,403	35,245	
Managed Care	8	-	3	17	-	31	50	40	31	17	5,468	51,403	197	
Total Actual Census	5,068	4,977	4,745	5,208	5,168	5,227	5,122	5,322	5,190	5,376				
Total Capacity	5,735	5,735	5,365	5,735	5,550	5,735	5,550	5,735	5,735	5,550			56,425	
Actual Occupancy %	88.37%	86.78%	88.44%	90.81%	93.12%	91.14%	92.29%	92.80%	90.50%	96.86%			91.10%	
Budgeted Census Days (By Payor)														
Medicare	409	444	518	651	630	744	780	806	806	900	6,688	6,688	6,688	
Private	962	1,000	924	812	809	836	809	835	835	839	8,661	8,661	8,661	
Medicaid	3,697	3,533	3,303	3,773	3,699	3,853	3,729	3,853	3,853	3,729	37,022	37,022	37,022	
Managed Care	-	-	-	-	-	-	-	-	-	-	-	-	-	
Total Budgeted Census Days	5,068	4,977	4,745	5,236	5,138	5,433	5,318	5,494	5,494	5,468			52,371	
Total Capacity	5,735	5,735	5,365	5,735	5,550	5,735	5,550	5,735	5,735	5,550			56,425	
Budgeted Occupancy %	88.37%	86.78%	88.44%	91.30%	92.58%	94.74%	95.82%	95.80%	95.80%	98.52%			92.82%	
Census Days (By Payor) Variance														
Medicare	(8)	-	(3)	19	143	(101)	(218)	(308)	(318)	(371)	(1,165)	(1,165)	(1,165)	
Private	-	(29)	-	149	236	270	269	215	287	380	1,777	1,777	1,777	
Medicaid	-	29	-	(213)	(349)	(406)	(297)	(119)	(304)	(118)	(1,777)	(1,777)	(1,777)	
Managed Care	8	-	3	17	-	31	50	40	31	17	197	197	197	
Total Census Days Variance	-	-	-	(28)	30	(206)	(196)	(172)	(304)	(92)			(968)	
Total Capacity	5,735	5,735	5,365	5,735	5,550	5,735	5,550	5,735	5,735	5,550			56,425	
Budgeted Occupancy %	0.00%	0.00%	0.00%	-0.49%	0.54%	-3.60%	-3.53%	-3.00%	-5.30%	-1.66%			-1.72%	