

Winchester House
Budget Variance Reconciliation
[Without Medicaid County Subsidy & Property Tax Levy]
12/1/2013 - 1/31/2014

ACCRUAL BASIS FORMAT (PCC)

		Total \$'s
Approved Budgeted Net Income (Without Medicaid Subsidy and Property Tax Levy)		\$ (698,087)
<u>REVENUE RELATED VARIANCES:</u>		
Private Revenue under budget - Lower than budgeted levels of care, net of 88 days over budget	\$ (11,000)	
Medicaid Revenue under budget- 409 days under budget	(95,092)	
Medicare A Revenue under budget- 644 days under budget, net of higher than budgeted RUGs	(277,491)	
Medicare B Revenue under budget- Lower than budgeted # of Part B services	(18,392)	
Managed Care Revenue under budget - 113 days under budget	(48,267)	
Other Care Revenue over budget- Prior year adjustment	40,757	
Total Revenue Variance		\$ (409,484)
<u>EXPENSE RELATED VARIANCES:</u>		
Ancillary Expenses under budget - Primarily due to lower than budgeted Medicare census	\$ 109,589	
Nurse Agency over budget- Usage of nurse agency to cover vacant positions and holiday coverage	(36,500)	
SDL Purchased Services under budget - Primarily due to lower than budgeted census	178,431	
Other Purchased Services under budget - Primarily due to lower than budgeted census	14,159	
Utilities under budget - Seasonal spread of budget	18,295	
Management Fees under budget - Incentive Portion of Fees	45,000	
Marketing and Promotions under budget - Not yet incurred	4,160	
All Other Expenses over budget	(30,384)	
Total Expense Variance		\$ 302,751
Actual Net Operating Income (w/o Medicaid Subsidy, Property Tax Levy and Capital Expenditures)		\$ (804,821)

Winchester House
Budget Variance Summary
12/1/2013 - 1/31/2014
ACCRUAL BASIS (PCC)

	12/1/2013 - 1/31/2014 Actual	Approved 12/1/2013 - 1/31/2014 Budget	Variance
REVENUE			
Care Related Revenue			
Private Pay Revenue	\$ 393,566	\$ 404,565	\$ (11,000)
Medicaid Revenue	1,010,938	1,106,030	(95,092)
Medicare A Revenue	399,859	677,350	(277,491)
Medicare B Revenue	36,922	55,314	(18,392)
Managed Care Revenue	4,911	53,177	(48,267)
Other Care Related Revenue	40,488	-	40,488
Total Care Related Revenue	\$ 1,886,684	\$ 2,296,437	\$ (409,753)
Other Income *	736	468	268
TOTAL REVENUE	\$ 1,887,420	\$ 2,296,905	\$ (409,484)
EXPENSES			
Ancillary Expenses	\$ 134,703	\$ 244,292	\$ 109,589
Nursing	1,279,846	1,411,435	131,590
Activities	44,855	49,619	4,763
Social Services	19,761	24,363	4,602
Other Care Related	11,479	31,338	19,859
Dietary	274,543	299,857	25,314
Laundry	45,638	49,970	4,332
Housekeeping	97,307	99,568	2,261
Plant Operations & Maintenance	212,390	231,115	18,725
Taxes and Licenses	141,982	77,238	(64,744)
Property & Related	240	2,067	1,827
General & Administrative	429,496	474,129	44,633
Payroll Taxes & Fringe	-	-	-
TOTAL OPERATING EXPENSES	\$ 2,692,241	\$ 2,994,991	\$ 302,751
NET OPERATING INCOME	\$ (804,821)	\$ (698,087)	\$ (106,734)
Capital Outlay	-	-	-
NET INCOME	\$ (804,821)	\$ (698,087)	\$ (106,734)

* excludes property taxes

WINCHESTER HOUSE
CENSUS BY PAYOR
ACTUAL VS. BUDGET
12/1/2013 - 1/31/2014

[illegible]

Winchester House
Projected Budget Variance Summary
12/01/13 - 11/30/14

ACCRUAL BASIS (PCC)

	12/1/13 - 11/30/14 Projected	Approved 12/01/13 - 11/30/14 Budget	Variance
REVENUE			
Care Related Revenue			
Private Pay Revenue	\$ 2,268,048	\$ 2,029,843	\$ 238,205
Medicaid Revenue	5,953,612	6,497,190	(543,578)
Medicare A Revenue	2,796,131	4,155,981	(1,359,851)
Medicare B Revenue	223,409	285,000	(61,591)
Managed Care Revenue	459,015	178,850	280,165
Other Care Related Revenue	285,481	-	285,481
Total Care Related Revenue	\$ 11,985,697	\$ 13,146,865	\$ (1,161,168)
Other Income	1,093	4,000	(2,907)
TOTAL REVENUE	\$ 11,986,789	\$ 13,150,865	\$ (1,164,075)
EXPENSES			
Ancillary Expenses	\$ 991,950	\$ 1,322,167	\$ 330,218
Nursing	7,744,228	7,944,899	200,670
Activities	321,416	279,908	(41,508)
Social Services	129,574	136,764	7,189
Other Care Related	134,458	175,771	41,313
Dietary	1,661,233	1,648,581	(12,653)
Laundry	276,152	285,609	9,457
Housekeeping	588,795	663,763	74,968
Plant Operations & Maintenance	1,285,155	1,413,770	128,615
Taxes and Licenses	329,562	461,394	131,832
Property & Related	11,452	12,400	948
General & Administrative	2,598,841	2,847,148	248,307
Payroll Taxes & Fringe	-	-	-
TOTAL OPERATING EXPENSES	\$ 16,072,817	\$ 17,192,174	\$ 1,119,357
NET OPERATING INCOME	\$ (4,086,028)	\$ (4,041,310)	\$ (44,718)

Winchester House
Projected Budget Variance Summary
12/01/13 - 11/30/14

CENSUS

Payor	Projected	Budget	Variance
Medicare	5,468	8,395	(2,927)
Private	11,226	10,950	276
Medicaid	41,407	43,800	(2,393)
Managed Care	1,028	730	298
Total	<u>59,129</u>	<u>63,875</u>	<u>(4,746)</u>

ADC

	Projected	Budget	Variance
Medicare	14.98	23.00	(8.02)
Private	30.76	30.00	0.76
Medicaid	113.44	120.00	(6.56)
Managed Care	2.82	2.00	0.82
Total	<u>162.00</u>	<u>175.00</u>	<u>(13.00)</u>

PAYOR MIX

	Projected	Budget	Variance
Medicare	9.25%	13.14%	-3.89%
Private	18.99%	17.14%	1.84%
Medicaid	70.03%	68.57%	1.46%
Managed Care	1.74%	1.14%	0.60%
Total	<u>100.00%</u>	<u>100.00%</u>	<u>0.00%</u>

WINCHESTER HOUSE
PROJECTED CENSUS BY PAYOR
ACTUAL VS. BUDGET
12/1/13 - 11/30/14

	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	12/12-11/14 Total	Payor Mix %
	ACTUAL													
Actual Census Days (By Payor)														
Medicare	348	434	306	494	478	494	478	494	494	478	494	478	5,468	9.25%
Private	1,037	911	813	900	930	961	930	961	961	930	961	930	11,226	18.99%
Medicaid	3,520	3,511	3,030	3,386	3,306	3,479	3,396	3,541	3,572	3,486	3,634	3,546	41,407	70.03%
Managed Care	10	1	94	104	101	104	101	104	104	101	104	101	1,028	1.74%
Total Actual Census	4,915	4,857	4,243	4,884	4,815	5,038	4,905	5,100	5,131	4,995	5,193	5,055	59,129	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 %	85.7%	84.7%	81.9%	85.2%	86.8%	87.8%	88.4%	88.9%	89.5%	90.0%	90.5%	91.1%	87.57%	
Budgeted Census Days (By Payor)														
Medicare	713	713	644	713	690	713	690	713	713	690	713	690	8,395	13.14%
Private	930	930	840	930	900	930	900	930	930	900	930	900	10,950	17.14%
Medicaid	3,720	3,720	3,360	3,720	3,600	3,720	3,600	3,720	3,720	3,600	3,720	3,600	43,800	68.57%
Managed Care	62	62	56	62	60	62	60	62	62	60	62	60	730	1.14%
Total Budgeted Census Days	5,425	5,425	4,900	5,425	5,250	5,425	5,250	5,425	5,425	5,250	5,425	5,250	63,875	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 %	94.6%	94.6%	94.6%	94.6%	94.6%	94.6%	94.6%	94.6%	94.6%	94.6%	94.6%	94.6%	94.59%	
Census Days (By Payor) Variance														
Medicare	(365)	(279)	(338)	(219)	(212)	(219)	(212)	(219)	(219)	(212)	(219)	(212)	(2,927)	-61.67%
Private	107	(19)	(27)	(30)	30	31	30	31	31	30	31	30	276	5.82%
Medicaid	(200)	(209)	(330)	(334)	(294)	(241)	(204)	(179)	(148)	(114)	(86)	(54)	(2,393)	-50.43%
Managed Care	(52)	(61)	38	42	41	42	41	42	42	41	42	41	298	6.28%
Total Census Days Variance	(510)	(568)	(657)	(541)	(435)	(387)	(345)	(325)	(294)	(255)	(232)	(195)	(4,746)	-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	-8.9%	-9.9%	-12.7%	-9.4%	-7.8%	-6.8%	-6.2%	-5.7%	-5.1%	-4.6%	-4.1%	-3.5%	-7.03%	