

**Winchester House  
Budget Variance Summary  
12/01/12 - 05/31/13**

**ACCRUAL BASIS (PCC)**

	12/01/12 - 05/31/13 <u>Actual</u>	Approved 12/01/12 - 05/31/13 <u>Budget</u>	<u>Variance</u>
<b>REVENUE</b>			
<b>Care Related Revenue</b>			
Private Pay Revenue	\$ 1,072,557	\$ 1,012,142	\$ 60,415
Medicaid Revenue	3,181,043	3,239,695	(58,652)
Medicare A Revenue	1,812,926	2,072,299	(259,373)
Medicare B Revenue	96,528	142,113	(45,585)
Managed Care Revenue	(1,217)	89,180	(90,397)
Other Care Related Revenue	(166)	-	(166)
<b>Total Care Related Revenue</b>	<b>\$ 6,161,671</b>	<b>\$ 6,555,429</b>	<b>\$ (393,758)</b>
Other Income *	1,374	1,996	(622)
<b>TOTAL REVENUE</b>	<b>\$ 6,163,045</b>	<b>\$ 6,557,425</b>	<b>\$ (394,380)</b>
<b>EXPENSES</b>			
Ancillary Expenses	\$ 542,442	\$ 659,278	\$ 116,836
Nursing	3,912,388	3,968,056	55,667
Activities	135,905	139,799	3,894
Social Services	65,380	68,313	2,933
Other Care Related	32,919	87,793	54,874
Dietary	796,507	822,962	26,455
Laundry	141,953	142,654	701
Housekeeping	310,744	331,511	20,767
Plant Operations & Maintenance	630,554	704,949	74,395
Taxes and Licenses	247,120	230,069	(17,051)
Property & Related	2,996	6,198	3,202
General & Administrative	1,261,620	1,412,934	151,313
Payroll Taxes & Fringe	-	-	-
<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 8,080,528</b>	<b>\$ 8,574,515</b>	<b>\$ 493,987</b>
<b>NET OPERATING INCOME</b>	<b>\$ (1,917,483)</b>	<b>\$ (2,017,090)</b>	<b>\$ 99,607</b>
Capital Outlay	6,465	-	(6,465)
<b>NET INCOME</b>	<b>\$ (1,923,948)</b>	<b>\$ (2,017,090)</b>	<b>\$ 93,142</b>

\* excludes property taxes

**Winchester House**  
**Budget Variance Reconciliation**  
**[Without Medicaid County Subsidy & Property Tax Levy]**  
**12/01/12 - 05/31/13**

**ACCRUAL BASIS FORMAT (PCC)**

Total  
 \$'s  
**\$ (2,017,090)**

Approved 12/01/12 - 05/31/13 Budgeted Net Income (Without Medicaid Subsidy and Property Tax Levy)

**REVENUE RELATED VARIANCES:**

Private Revenue over budget - 511 days over budget, net of lower levels of care	\$ 60,415	
Medicaid Revenue under budget- 2,350 days under budget	(58,652)	
Medicare A Revenue under budget- 722 days under budget, net of higher than budgeted RUGs	(259,373)	
Medicare B Revenue under budget- Lower than budgeted # of Part B services	(45,585)	
Managed Care Revenue under budget - Prior period adjustment and 148 days under budget	(90,397)	
All Other Revenue under budget	(788)	

**Total Revenue Variance**

**\$ (394,380)**

**EXPENSE RELATED VARIANCES:**

Ancillary Expenses under budget - Primarily due to lower than budgeted Medicare census	\$ 116,836	
Nurse Agency over budget- Usage of nurse agency to cover vacant positions and holiday coverage	(128,481)	
SDL Purchased Services under budget - Primarily due to lower than budgeted census	198,533	
Other Purchased Services over budget - Temporary staff coverage	(4,729)	
Utilities under budget - Seasonal spread of budget	86,081	
Insurance Expense under budget- Premiums lower than budget	67,987	
Management Fees under budget - Incentive Portion of Fees	135,000	
Marketing and Promotions under budget - Not yet incurred	15,455	
All Other Expenses under budget	7,307	

**Total Expense Variance**

**\$ 493,987**

Actual 12/01/12 - 05/31/13 Net Operating Income (w/o Medicaid Subsidy, Property Tax Levy and Capital Expenditures)

**\$ (1,917,483)**

**WINCHESTER HOUSE  
CENSUS BY PAYOR  
ACTUAL VS. BUDGET  
12/01/12 - 05/31/13**

	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 %
<b>Actual Census Days (By Payor)</b>														
Medicare	541	489	550	760	771	717							3,828	12.89%
Private	1,064	1,058	878	824	740	855							5,419	18.25%
Medicaid	3,468	3,495	3,075	3,638	3,328	3,402							20,406	68.74%
Managed Care	28	0	0	6	0	0							34	0.11%
<b>Total Actual Census</b>	<b>5,101</b>	<b>5,042</b>	<b>4,503</b>	<b>5,228</b>	<b>4,839</b>	<b>4,974</b>							<b>29,687</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>33,670</b>	
<b>Actual Occupancy %</b>	<b>88.9%</b>	<b>87.9%</b>	<b>86.9%</b>	<b>91.2%</b>	<b>87.2%</b>	<b>86.7%</b>							<b>88.17%</b>	
<b>Budgeted Census Days (By Payor)</b>														
Medicare	775	775	700	775	750	775							4,550	14.04%
Private	836	836	755	836	809	836							4,908	15.15%
Medicaid	3,876	3,876	3,501	3,876	3,751	3,876							22,756	70.24%
Managed Care	31	31	28	31	30	31							182	0.56%
<b>Total Budgeted Census Days</b>	<b>5,518</b>	<b>5,518</b>	<b>4,984</b>	<b>5,518</b>	<b>5,340</b>	<b>5,518</b>							<b>32,396</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>33,670</b>	
<b>Budgeted Occupancy %</b>	<b>96.2%</b>	<b>96.2%</b>	<b>96.2%</b>	<b>96.2%</b>	<b>96.2%</b>	<b>96.2%</b>							<b>96.22%</b>	
<b>Census Days (By Payor) Variance</b>														
Medicare	(234)	(286)	(150)	(15)	21	(58)							(722)	-26.65%
Private	228	222	123	(12)	(69)	19							511	18.85%
Medicaid	(408)	(381)	(426)	(238)	(423)	(474)							(2,350)	-86.73%
Managed Care	(3)	(31)	(28)	(25)	(30)	(31)							(148)	-5.46%
<b>Total Census Days Variance</b>	<b>(417)</b>	<b>(476)</b>	<b>(481)</b>	<b>(290)</b>	<b>(501)</b>	<b>(544)</b>							<b>(2,709)</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>33,670</b>	
<b>Budgeted Occupancy %</b>	<b>-7.3%</b>	<b>-8.3%</b>	<b>-9.3%</b>	<b>-5.1%</b>	<b>-9.0%</b>	<b>-9.5%</b>							<b>-8.05%</b>	

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

**ACCRUAL BASIS (PCC)**

	<u>12/1/12 - 11/30/13</u> <u>Projected</u>	<u>Approved</u> <u>12/01/12 - 11/30/13</u> <u>Budget</u>	<u>Variance</u>
<b>REVENUE</b>			
<b>Care Related Revenue</b>			
Private Pay Revenue	\$ 2,071,537	\$ 2,029,843	\$ 41,694
Medicaid Revenue	6,311,700	6,497,190	(185,490)
Medicare A Revenue	3,817,476	4,155,981	(338,506)
Medicare B Revenue	193,586	285,000	(91,414)
Managed Care Revenue	(1,217)	178,850	(180,067)
Other Care Related Revenue	(166)	-	(166)
<b>Total Care Related Revenue</b>	<u>\$ 12,392,915</u>	<u>\$ 13,146,865</u>	<u>\$ (753,949)</u>
Other Income	2,756	4,000	(1,244)
<b>TOTAL REVENUE</b>	<u>\$ 12,395,671</u>	<u>\$ 13,150,865</u>	<u>\$ (755,193)</u>
<b>EXPENSES</b>			
Ancillary Expenses	\$ 1,121,815	\$ 1,322,167	\$ 200,352
Nursing	7,803,459	7,944,899	141,439
Activities	270,325	279,908	9,583
Social Services	130,046	136,764	6,718
Other Care Related	108,335	175,771	67,436
Dietary	1,606,186	1,648,581	42,394
Laundry	282,354	285,609	3,255
Housekeeping	618,092	663,763	45,671
Plant Operations & Maintenance	1,292,790	1,413,770	120,980
Taxes and Licenses	461,147	461,394	247
Property & Related	5,960	12,400	6,440
General & Administrative	2,688,456	2,847,148	158,692
Payroll Taxes & Fringe	-	-	-
<b>TOTAL OPERATING EXPENSES</b>	<u>\$ 16,388,967</u>	<u>\$ 17,192,174</u>	<u>\$ 803,207</u>
<b>NET OPERATING INCOME</b>	<u>\$ (3,993,296)</u>	<u>\$ (4,041,310)</u>	<u>\$ 48,014</u>
Capital Outlay	6,465	-	(6,465)
<b>NET INCOME</b>	<u>\$ (3,999,761)</u>	<u>\$ (4,041,310)</u>	<u>\$ 41,549</u>

**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	8,061	9,125	(1,064)
Private	10,466	9,844	622
Medicaid	40,489	45,636	(5,147)
Managed Care	34	365	(331)
<b>Total</b>	<u>59,050</u>	<u>64,970</u>	<u>(5,920)</u>

**ADC**

	<u>Projected</u>	<u>Budget</u>	<u>Variance</u>
Medicare	22.08	25.00	(2.92)
Private	28.67	26.97	1.70
Medicaid	110.93	125.03	(14.10)
Managed Care	0.09	1.00	(0.91)
<b>Total</b>	<u>161.78</u>	<u>178.00</u>	<u>(16.22)</u>

**PAYOR MIX**

	<u>Projected</u>	<u>Budget</u>	<u>Variance</u>
Medicare	13.65%	14.04%	-0.39%
Private	17.72%	15.15%	2.57%
Medicaid	68.57%	70.24%	-1.67%
Managed Care	0.06%	0.56%	-0.50%
<b>Total</b>	<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	FORECAST				Nov-13	12/12-11/13 Total	Payor Mix %
							Jun-13	Jul-13	Aug-13	Sep-13			
<b>Actual Census Days (By Payor)</b>													
Medicare	541	489	550	760	771	717	694	717	694	694	694	8,061	13.65%
Private	1,064	1,058	878	824	740	855	827	855	827	827	827	10,466	17.72%
Medicaid	3,468	3,495	3,075	3,638	3,328	3,402	3,292	3,402	3,292	3,292	3,292	40,489	68.57%
Managed Care	28	-	-	6	-	-	-	-	-	-	-	34	0.06%
<b>Total Actual Census</b>	<b>5,101</b>	<b>5,042</b>	<b>4,503</b>	<b>5,228</b>	<b>4,839</b>	<b>4,974</b>	<b>4,814</b>	<b>4,974</b>	<b>4,814</b>	<b>4,814</b>	<b>4,814</b>	<b>59,050</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>5,550</b>	<b>5,550</b>	<b>5,550</b>	<b>67,525</b>	
<b>Actual Occupancy %</b>	<b>88.9%</b>	<b>87.9%</b>	<b>86.9%</b>	<b>91.2%</b>	<b>87.2%</b>	<b>86.7%</b>	<b>86.7%</b>	<b>86.7%</b>	<b>86.7%</b>	<b>86.7%</b>	<b>86.7%</b>	<b>87.45%</b>	
<b>Budgeted Census Days (By Payor)</b>													
Medicare	775	775	700	775	750	775	750	775	750	750	750	9,125	14.04%
Private	836	836	755	836	809	836	809	836	809	809	809	9,844	15.15%
Medicaid	3,876	3,876	3,501	3,876	3,751	3,876	3,751	3,876	3,751	3,751	3,751	45,636	70.24%
Managed Care	31	31	28	31	30	31	30	31	30	30	30	365	0.56%
<b>Total Budgeted Census Days</b>	<b>5,518</b>	<b>5,518</b>	<b>4,984</b>	<b>5,518</b>	<b>5,340</b>	<b>5,518</b>	<b>5,340</b>	<b>5,518</b>	<b>5,340</b>	<b>5,340</b>	<b>5,340</b>	<b>64,970</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>5,550</b>	<b>5,550</b>	<b>5,550</b>	<b>67,525</b>	
<b>Budgeted Occupancy %</b>	<b>96.2%</b>	<b>96.2%</b>	<b>96.2%</b>	<b>96.2%</b>	<b>96.2%</b>	<b>96.2%</b>	<b>96.2%</b>	<b>96.2%</b>	<b>96.2%</b>	<b>96.2%</b>	<b>96.2%</b>	<b>96.22%</b>	
<b>Census Days (By Payor) Variance</b>													
Medicare	(234)	(286)	(150)	(15)	21	(58)	(58)	(58)	(56)	(56)	(56)	(1,064)	-17.98%
Private	228	222	123	(12)	(69)	19	19	19	18	18	18	622	10.51%
Medicaid	(408)	(381)	(426)	(238)	(423)	(474)	(459)	(474)	(459)	(459)	(459)	(5,147)	-86.94%
Managed Care	(3)	(31)	(28)	(25)	(30)	(31)	(30)	(31)	(30)	(30)	(30)	(331)	-5.59%
<b>Total Census Days Variance</b>	<b>(417)</b>	<b>(476)</b>	<b>(481)</b>	<b>(290)</b>	<b>(501)</b>	<b>(544)</b>	<b>(526)</b>	<b>(544)</b>	<b>(526)</b>	<b>(526)</b>	<b>(526)</b>	<b>(5,920)</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>5,550</b>	<b>5,550</b>	<b>5,550</b>	<b>67,525</b>	
<b>Occupancy % Variance</b>	<b>-7.3%</b>	<b>-8.3%</b>	<b>-9.3%</b>	<b>-5.1%</b>	<b>-9.0%</b>	<b>-9.5%</b>	<b>-9.5%</b>	<b>-9.5%</b>	<b>-9.5%</b>	<b>-9.5%</b>	<b>-9.5%</b>	<b>-8.77%</b>	