

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

ACCRUAL BASIS FORMAT (PCC)
PRELIMINARY - SUBJECT TO CHANGE

		Total \$'s
Modified 12/01/11 - 11/30/12 Budgeted Net Income (Without Medicaid Subsidy and Property Tax Levy)		<u>\$ (5,158,477)</u>
<u>REVENUE RELATED VARIANCES:</u>		
Private Revenue under budget - Lower levels of care, net of 2,298 days over budget	\$ (83,627)	
Medicaid Revenue over budget- Higher rate related to new Bed Tax Methodology, net of 1,925 days under budget	748,807	
Medicare A Revenue under budget- 1,965 days under budget, net of higher than budgeted RUGs	(623,311)	
Medicare B Revenue over budget- Higher than budgeted # of Part B services	163,919	
Managed Care Revenue over budget - 283 days over budget	107,900	
Medicaid Prior Year Revenue over budget- Prior year Medicaid rate adjustments	262,206	
Miscellaneous Income under budget	(41,491)	
All Other Revenue over budget	<u>-</u>	
Total Revenue Variance		\$ 534,402
<u>EXPENSE RELATED VARIANCES:</u>		
Ancillary Expenses under budget - Incurred ancillary expenses lower than budget	\$ 249,027	
Nurse Agency over budget- Usage of nurse agency to cover vacant positions	(222,769)	
Purchased Services under budget - Primarily due to lower Medicare census and vacant staff positions	414,558	
Utilities under budget - Seasonal spread of budget	190,437	
Bed Tax over budget - New Methodology	(434,011)	
Insurance Expense under budget- Premiums lower than budget	152,477	
Marketing and Promotions under budget - Not yet incurred	50,053	
Capital Outlay under budget - Not yet incurred - Will be transferred to 2013	411,604	
All Other Expenses under budget	<u>(14,818)</u>	
Total Expense Variance		\$ 796,558
Actual 12/01/11 - 11/30/12 Net Income (Without Medicaid Subsidy and Property Tax Levy)		\$ (3,827,516)

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

**ACCRUAL BASIS (PCC)
PRELIMINARY - SUBJECT TO CHANGE**

	12/01/11 - 11/30/12 <u>Actual</u>	Modified 12/01/11 - 11/30/12 <u>Budget</u>	<u>Variance</u>
REVENUE			
Care Related Revenue			
Private Pay Revenue	\$ 2,060,957	\$ 2,144,584	\$ (83,627)
Medicaid Revenue	6,642,984	5,631,971	1,011,013
Medicare A Revenue	3,031,001	3,654,312	(623,311)
Medicare B Revenue	285,952	122,033	163,919
Managed Care Revenue	107,900	-	107,900
Other Care Related Revenue	-	-	-
Total Care Related Revenue	\$ 12,128,794	\$ 11,552,900	\$ 575,894
Housing Revenue		-	
Other Income	4,829	46,320	(41,491)
TOTAL REVENUE	\$ 12,133,622	\$ 11,599,220	\$ 534,402
EXPENSES			
Ancillary Expenses	1,017,897	\$ 1,266,924	\$ 249,027
Nursing	7,561,635	7,806,296	244,661
Activities	291,878	257,395	(34,483)
Social Services	115,152	136,321	21,169
Other Care Related	12,896	159,343	146,447
Dietary	1,513,042	1,647,636	134,594
Laundry	358,767	326,234	(32,533)
Housekeeping	551,686	551,687	1
Plant Operations & Maintenance	1,233,926	1,413,774	179,848
Taxes and Licenses	611,673	172,320	(439,353)
Property & Related	19,206	430,810	411,604
General & Administrative	2,514,126	2,588,957	74,831
Payroll Taxes & Fringe	159,254	-	(159,254)
TOTAL OPERATING EXPENSES	\$ 15,961,138	\$ 16,757,697	\$ 796,559
NET OPERATING INCOME	\$ (3,827,516)	\$ (5,158,477)	\$ 1,330,961

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

	31	31	29	31	30	31	30	31	31	30	31	30	366	Payor
	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	12/11 - 11/12 Total	Mix %
Actual Census Days (By Payor)														
Medicare	401	444	515	670	773	643	562	498	488	529	475	555	6,553	10.54%
Private	962	971	924	961	1,045	1,106	1,078	1,050	1,122	1,219	1,236	990	12,664	20.37%
Medicaid	3,697	3,562	3,303	3,560	3,350	3,447	3,432	3,734	3,549	3,611	3,841	3,593	42,679	68.64%
Managed Care	8	-	3	17		31	50	40	31	17	40	46	283	0.46%
Total Actual Census	5,068	4,977	4,745	5,208	5,168	5,227	5,122	5,322	5,190	5,376	5,592	5,184	62,179	100.00%
Total Capacity	5,735	5,735	5,365	5,735	5,550	5,735	5,550	5,735	5,735	5,550	5,735	5,550	67,710	
Actual Occupancy %	88.37%	86.78%	88.44%	90.81%	93.12%	91.14%	92.29%	92.80%	90.50%	96.86%	97.51%	93.41%	91.83%	
Budgeted Census Days (By Payor)														
Medicare	409	444	518	651	630	744	780	806	806	900	930	900	8,518	13.42%
Private	962	1,000	924	812	809	836	809	835	835	839	866	839	10,366	16.33%
Medicaid	3,697	3,533	3,303	3,773	3,699	3,853	3,729	3,853	3,853	3,729	3,853	3,729	44,604	70.26%
Managed Care	-	-	-	-	-	-	-	-	-	-	-	-	-	0.00%
Total Budgeted Census Days	5,068	4,977	4,745	5,236	5,138	5,433	5,318	5,494	5,494	5,468	5,649	5,468	63,488	100.00%
Total Capacity	5,735	5,735	5,365	5,735	5,550	5,735	5,550	5,735	5,735	5,550	5,735	5,550	67,710	
Budgeted Occupancy %	88.37%	86.78%	88.44%	91.30%	92.58%	94.74%	95.82%	95.80%	95.80%	98.52%	98.50%	98.52%	93.76%	
Census Days (By Payor) Variance														
Medicare	(8)	-	(3)	19	143	(101)	(218)	(308)	(318)	(371)	(455)	(345)	(1,965)	
Private	-	(29)	-	149	236	270	269	215	287	380	370	151	2,298	
Medicaid	-	29	-	(213)	(349)	(406)	(297)	(119)	(304)	(118)	(12)	(136)	(1,925)	
Managed Care	8	-	3	17	-	31	50	40	31	17	40	46	283	
Total Census Days Variance	-	-	-	(28)	30	(206)	(196)	(172)	(304)	(92)	(57)	(284)	(1,309)	
Total Capacity	5,735	5,735	5,365	5,735	5,550	5,735	5,550	5,735	5,735	5,550	5,735	5,550	67,710	
Budgeted Occupancy %	0.00%	0.00%	0.00%	-0.49%	0.54%	-3.60%	-3.53%	-3.00%	-5.30%	-1.66%	-0.99%	-5.12%	-1.93%	