

Winchester House
Budget Variance Reconciliation
[Without Medicaid County Subsidy & Property Tax Levy]
12/1/2013 -9/30/2014

ACCRUAL BASIS FORMAT (PCC)

		Total \$'s
Approved Budgeted Net Income (Without Medicaid Subsidy and Property Tax Levy)		\$ (3,369,734)
<u>REVENUE RELATED VARIANCES:</u>		
Private Revenue under budget - Lower than budgeted levels of care and 35 days over budget	\$ (208,275)	
Medicaid Revenue over budget- Higher than budgeted rate, 1,939 days under budget	157,523	
Medicare A Revenue under budget- 3,056 days under budget, net of higher than budgeted RUGs	(1,377,434)	
Medicare B Revenue under budget- Lower than budgeted # of Part B services	(127,171)	
Managed Care Revenue under budget - Lower than budgeted levels of care and 175 days under budget	(152,904)	
Other Care Revenue over budget- Prior year adjustment	<u>44,879</u>	
Total Revenue Variance		\$ (1,663,383)
<u>EXPENSE RELATED VARIANCES:</u>		
Ancillary Expenses under budget - Primarily due to lower than budgeted Medicare census and coding of supplies	\$ 432,786	
Nurse Agency over budget	(104,682)	
SDL Purchased Services under budget - Primarily due to lower than budgeted census	450,220	
Other Purchased Services under budget - Primarily due to lower than budgeted census	32,384	
Supplies over budget - Primarily due to the coding of nursing supplies	(69,390)	
Utilities under budget - Seasonal spread of budget	92,165	
Management Fees under budget - Due to spread of budgeted Incentive portion of fees	103,000	
Marketing and Promotions under budget - Not yet incurred	20,474	
Taxes and Licenses over budget - Primarily due to timing of bed tax recoupment and monetary penalties related to the survey	(93,001)	
All Other Expenses under budget	<u>40,889</u>	
Total Expense Variance		\$ 904,844
Actual Net Operating Income (w/o Medicaid Subsidy, Property Tax Levy and Capital Expenditures)		\$ (4,128,273)

Winchester House
Budget Variance Summary
12/1/2013 -9/30/2014
ACCRUAL BASIS (PCC)

	12/1/2013 -9/30/2014 Actual	Approved 12/1/2013 -9/30/2014 Budget	Variance
REVENUE			
Care Related Revenue			
Private Pay Revenue	\$ 1,775,399	\$ 1,983,674	\$ (208,275)
Medicaid Revenue	5,546,671	5,389,148	157,523
Medicare A Revenue	2,052,303	3,429,738	(1,377,434)
Medicare B Revenue	144,044	271,215	(127,171)
Managed Care Revenue	107,837	260,741	(152,904)
Other Care Related Revenue	44,693	-	44,693
Total Care Related Revenue	\$ 9,670,948	\$ 11,334,516	\$ (1,663,568)
Other Income *	2,481	2,295	185
TOTAL REVENUE	\$ 9,673,429	\$ 11,336,811	\$ (1,663,383)
EXPENSES			
Ancillary Expenses	\$ 765,035	\$ 1,197,821	\$ 432,786
Nursing	6,682,543	6,920,909	238,366
Activities	232,547	243,292	10,745
Social Services	121,382	119,459	(1,923)
Other Care Related	77,719	153,658	75,940
Dietary	1,405,272	1,470,267	64,996
Laundry	220,361	245,013	24,652
Housekeeping	486,766	488,202	1,437
Plant Operations & Maintenance	1,082,396	1,133,209	50,812
Taxes and Licenses	471,750	378,749	(93,001)
Property & Related	1,003	10,333	9,330
General & Administrative	2,253,740	2,345,633	91,893
Payroll Taxes & Fringe	1,188	-	(1,188)
TOTAL OPERATING EXPENSES	\$ 13,801,701	\$ 14,706,545	\$ 904,844
NET OPERATING INCOME	\$ (4,128,273)	\$ (3,369,734)	\$ (758,539)
Capital Outlay	-	-	-
NET INCOME	\$ (4,128,273)	\$ (3,369,734)	\$ (758,539)

* excludes property taxes

WINCHESTER HOUSE
CENSUS BY PAYOR
ACTUAL VS. BUDGET
12/1/2013 -9/30/2014

	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Total	Payor Mix %
Actual Census Days (By Payor)														
Medicare	348	434	282	316	321	564	511	531	411	447			4,165	8.7%
Private	1,042	942	836	878	836	961	1,024	1,025	794	817			9,155	19.0%
Medicaid	3,463	3,419	3,008	3,358	3,432	3,426	3,279	3,412	3,793	3,723			34,313	71.4%
Managed Care	62	62	86	33	33	14		9	67	67			433	0.9%
Total Actual Census	4,915	4,857	4,212	4,585	4,622	4,965	4,814	4,977	5,065	5,054	-	-	48,066	100.00%
Total Capacity	6,944	6,944	6,272	6,944	6,720	6,944	6,720	6,944	6,944	6,720	6,944	6,720	81,760	
Actual Occupancy %	70.8%	69.9%	67.2%	66.0%	68.8%	71.5%	71.6%	71.7%	72.9%	75.2%	0.0%	0.0%	58.79%	
Budgeted Census Days (By Payor)														
Medicare	713	713	644	713	690	713	720	760	775	780			7,221	13.6%
Private	930	930	840	930	900	930	900	930	930	900			9,120	17.1%
Medicaid	3,720	3,720	3,360	3,720	3,600	3,720	3,570	3,674	3,658	3,510			36,252	68.1%
Managed Care	62	62	56	62	60	62	60	62	62	60			608	1.1%
Total Budgeted Census Days	5,425	5,425	4,900	5,425	5,250	5,425	5,250	5,425	5,425	5,250	-	-	53,200	100.00%
Total Capacity	6,944	5,735	5,180	5,735	5,550	5,735	5,550	5,735	5,735	5,550	5,735	5,550	68,734	
Budgeted Occupancy %	78.1%	94.6%	94.6%	94.6%	94.6%	94.6%	94.6%	94.6%	94.6%	94.6%	0.0%	0.0%	77.40%	
Census Days (By Payor) Variance														
Medicare	(365)	(279)	(362)	(397)	(369)	(149)	(209)	(229)	(364)	(333)	-	-	(3,056)	-59.51%
Private	112	12	(4)	(52)	(64)	31	124	95	(136)	(83)	-	-	35	0.68%
Medicaid	(257)	(301)	(352)	(362)	(168)	(294)	(291)	(262)	135	213	-	-	(1,939)	-37.76%
Managed Care	-	-	30	(29)	(27)	(48)	(60)	(53)	5	7	-	-	(175)	-3.41%
Total Census Days Variance	(510)	(568)	(688)	(840)	(628)	(460)	(436)	(448)	(360)	(196)	-	-	(5,134)	-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 %	-8.9%	-9.9%	-13.3%	-14.6%	-11.3%	-8.0%	-7.9%	-7.8%	-6.3%	-3.5%	0.0%	0.0%	-7.60%	

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	\$ 2,145,258	\$ 2,029,843	\$ 115,415
Medicaid Revenue	6,638,635	6,497,190	141,444
Medicare A Revenue	2,593,295	4,155,981	(1,562,686)
Medicare B Revenue	192,029	285,000	(92,971)
Managed Care Revenue	166,500	178,850	(12,350)
Other Care Related Revenue	44,693	-	44,693
Total Care Related Revenue	\$ 11,780,409	\$ 13,146,865	\$ (1,366,455)
Other Income	3,308	4,000	(692)
TOTAL REVENUE	\$ 11,783,717	\$ 13,150,865	\$ (1,367,148)
EXPENSES			
Ancillary Expenses	\$ 966,700	\$ 1,322,167	\$ 355,468
Nursing	8,173,448	7,944,899	(228,550)
Activities	279,209	279,908	699
Social Services	145,738	136,764	(8,974)
Other Care Related	158,313	175,771	17,458
Dietary	1,687,251	1,648,581	(38,670)
Laundry	264,578	285,609	21,031
Housekeeping	584,439	663,763	79,324
Plant Operations & Maintenance	1,299,588	1,413,770	114,182
Taxes and Licenses	406,511	461,394	54,883
Property & Related	12,400	12,400	-
General & Administrative	2,625,971	2,847,148	221,178
Payroll Taxes & Fringe	1,188	-	(1,188)
TOTAL OPERATING EXPENSES	\$ 16,605,334	\$ 17,192,174	\$ 586,841
NET OPERATING INCOME	\$ (4,821,617)	\$ (4,041,310)	\$ (780,307)

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

CENSUS

Payor	Projected	Budget	Variance
Medicare	5,263	8,395	(3,132)
Private	11,062	10,950	112
Medicaid	41,068	43,800	(2,732)
Managed Care	555	730	(175)
Total	<u>57,948</u>	<u>63,875</u>	<u>(5,927)</u>

ADC

	Projected	Budget	Variance
Medicare	14.42	23.00	(8.58)
Private	30.31	30.00	0.31
Medicaid	112.52	120.00	(7.48)
Managed Care	1.52	2.00	(0.48)
Total	<u>158.76</u>	<u>175.00</u>	<u>(16.24)</u>

PAYOR MIX

	Projected	Budget	Variance
Medicare	9.08%	13.14%	-4.06%
Private	19.09%	17.14%	1.95%
Medicaid	70.87%	68.57%	2.30%
Managed Care	0.96%	1.14%	-0.19%
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

	31	31	28	31	30	31	30	31	31	30	31	30	365	Payor
	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	12/13-11/14 Total	Mix %
ACTUAL														
Actual Census Days (By Payor)														
Medicare	348	434	282	316	321	564	511	531	411	447	558	540	5,263	9.08%
Private	1,042	942	836	878	836	961	1,024	1,025	794	817	969	938	11,062	19.09%
Medicaid	3,463	3,419	3,008	3,358	3,432	3,426	3,279	3,412	3,793	3,723	3,433	3,322	41,068	70.87%
Managed Care	62	62	86	33	33	14	-	9	67	67	62	60	555	0.96%
Total Actual Census	4,915	4,857	4,212	4,585	4,622	4,965	4,814	4,977	5,065	5,054	5,022	4,860	57,948	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%	81.3%	79.9%	83.3%	86.6%	86.7%	86.8%	88.3%	91.1%	87.6%	87.6%	85.82%	
Budgeted Census Days (By Payor)														
Medicare	713	713	644	713	690	713	720	760	775	780	822	810	8,852	13.86%
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	3,570	3,674	3,658	3,510	3,612	3,480	43,343	67.86%
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)	(362)	(397)	(369)	(149)	(209)	(229)	(364)	(333)	(264)	(270)	(3,589)	-60.56%
Private	112	12	(4)	(52)	(64)	31	124	95	(136)	(83)	39	38	112	1.89%
Medicaid	(257)	(301)	(352)	(362)	(168)	(294)	(291)	(262)	135	213	(179)	(158)	(2,275)	-38.38%
Managed Care	-	-	30	(29)	(27)	(48)	(60)	(53)	5	7	-	-	(175)	-2.95%
Total Census Days Variance	(510)	(568)	(688)	(840)	(628)	(460)	(436)	(448)	(360)	(196)	(403)	(390)	(5,927)	-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%	-13.3%	-14.6%	-11.3%	-8.0%	-7.9%	-7.8%	-6.3%	-3.5%	-7.0%	-7.0%	-8.78%	