

Winchester House
Budget Variance Reconciliation
[Without Medicaid County Subsidy & Property Tax Levy]
12/1/2013 -10/31/2014

ACCRUAL BASIS FORMAT (PCC)

		Total \$'s
Approved Budgeted Net Income (Without Medicaid Subsidy and Property Tax Levy)		\$ (3,683,370)
<u>REVENUE RELATED VARIANCES:</u>		
Private Revenue under budget - Lower than budgeted levels of care and 74 days over budget	\$ (226,261)	
Medicaid Revenue over budget - Higher than budgeted rate, 1,643 days under budget	153,107	
Medicare A Revenue under budget - 3,404 days under budget, net of higher than budgeted RUGs	(1,540,806)	
Medicare B Revenue under budget - Lower than budgeted # of Part B services	(136,496)	
Managed Care Revenue under budget - Lower than budgeted levels of care and 222 days under budget	(177,672)	
Other Care Revenue over budget - Prior year adjustment	<u>44,986</u>	
Total Revenue Variance		\$ (1,883,143)
<u>EXPENSE RELATED VARIANCES:</u>		
Ancillary Expenses under budget - Primarily due to lower than budgeted Medicare census and coding of supplies	\$ 474,610	
Nurse Agency over budget	(100,443)	
SDL Purchased Services under budget - Primarily due to lower than budgeted census	442,352	
Other Purchased Services under budget - Primarily due to lower than budgeted census	34,067	
Supplies over budget - Primarily due to the coding of nursing supplies	(91,907)	
Utilities under budget - Seasonal spread of budget	103,198	
Management Fees under budget - Due to spread of budgeted Incentive portion of fees	128,500	
Marketing and Promotions under budget - Not yet incurred	22,798	
Taxes and Licenses over budget - Primarily due to timing of bed tax recoupment and monetary penalties related to the survey	(54,382)	
All Other Expenses under budget	<u>23,127</u>	
Total Expense Variance		\$ 981,921
Actual Net Operating Income (w/o Medicaid Subsidy, Property Tax Levy and Capital Expenditures)		\$ (4,584,592)

Winchester House
Budget Variance Summary
12/1/2013 -10/31/2014
ACCRUAL BASIS (PCC)

	12/1/2013 -10/31/2014 Actual	Approved 12/1/2013 -10/31/2014 Budget	Variance
REVENUE			
Care Related Revenue			
Private Pay Revenue	\$ 1,959,695	\$ 2,185,957	\$ (226,261)
Medicaid Revenue	6,079,140	5,926,034	153,107
Medicare A Revenue	2,279,144	3,819,950	(1,540,806)
Medicare B Revenue	162,376	298,872	(136,496)
Managed Care Revenue	109,657	287,330	(177,672)
Other Care Related Revenue	44,693	-	44,693
Total Care Related Revenue	\$ 10,634,706	\$ 12,518,142	\$ (1,883,436)
Other Income *	2,823	2,529	293
TOTAL REVENUE	\$ 10,637,529	\$ 12,520,672	\$ (1,883,143)
EXPENSES			
Ancillary Expenses	\$ 845,357	\$ 1,319,967	\$ 474,610
Nursing	7,421,083	7,626,627	205,543
Activities	256,222	268,101	11,879
Social Services	134,441	131,640	(2,801)
Other Care Related	85,920	169,327	83,408
Dietary	1,568,734	1,620,196	51,462
Laundry	245,663	269,998	24,335
Housekeeping	536,495	537,986	1,492
Plant Operations & Maintenance	1,188,414	1,248,766	60,352
Taxes and Licenses	471,750	417,368	(54,382)
Property & Related	11,363	11,367	4
General & Administrative	2,455,491	2,582,697	127,206
Payroll Taxes & Fringe	1,188	-	(1,188)
TOTAL OPERATING EXPENSES	\$ 15,222,121	\$ 16,204,041	\$ 981,921
NET OPERATING INCOME	\$ (4,584,592)	\$ (3,683,370)	\$ (901,222)
Capital Outlay	-	-	-
NET INCOME	\$ (4,584,592)	\$ (3,683,370)	\$ (901,222)

* excludes property taxes

WINCHESTER HOUSE
CENSUS BY PAYOR
ACTUAL VS. BUDGET
12/1/2013 -10/31/2014

	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	473		4,638	8.7%
Private	1,042	942	836	878	836	961	1,024	1,025	794	817	969		10,124	18.9%
Medicaid	3,463	3,419	3,008	3,358	3,432	3,426	3,279	3,412	3,793	3,723	3,907		38,220	71.5%
Managed Care	62	62	86	33	33	14		9	67	67	15		448	0.8%
Total Actual Census	4,915	4,857	4,212	4,585	4,622	4,965	4,814	4,977	5,065	5,054	5,364	-	53,430	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%	77.2%	0.0%	65.35%	
Budgeted Census Days (By Payor)														
Medicare	713	713	644	713	690	713	720	760	775	780	822		8,042	13.7%
Private	930	930	840	930	900	930	900	930	930	900	930		10,050	17.1%
Medicaid	3,720	3,720	3,360	3,720	3,600	3,720	3,570	3,674	3,658	3,510	3,612		39,863	68.0%
Managed Care	62	62	56	62	60	62	60	62	62	60	62		670	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	5,425	-	58,625	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%	94.6%	0.0%	85.29%	
Census Days (By Payor) Variance														
Medicare	(365)	(279)	(362)	(397)	(369)	(149)	(209)	(229)	(364)	(333)	(349)	-	(3,404)	-65.52%
Private	112	12	(4)	(52)	(64)	31	124	95	(136)	(83)	39	-	74	1.42%
Medicaid	(257)	(301)	(352)	(362)	(168)	(294)	(291)	(262)	135	213	296	-	(1,643)	-31.63%
Managed Care	-	-	30	(29)	(27)	(48)	(60)	(53)	5	7	(47)	-	(222)	-4.27%
Total Census Days Variance	(510)	(568)	(688)	(840)	(628)	(460)	(436)	(448)	(360)	(196)	(61)	-	(5,195)	-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%	-1.1%	0.0%	-7.69%	

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	\$ 2,141,258	\$ 2,029,843	\$ 111,415
Medicaid Revenue	6,607,558	6,497,190	110,368
Medicare A Revenue	2,544,480	4,155,981	(1,611,501)
Medicare B Revenue	195,783	285,000	(89,217)
Managed Care Revenue	152,400	178,850	(26,450)
Other Care Related Revenue	44,693	-	44,693
Total Care Related Revenue	\$ 11,686,172	\$ 13,146,865	\$ (1,460,693)
Other Income	3,763	4,000	(237)
TOTAL REVENUE	\$ 11,689,935	\$ 13,150,865	\$ (1,460,929)
EXPENSES			
Ancillary Expenses	\$ 943,773	\$ 1,322,167	\$ 378,394
Nursing	7,571,083	7,944,899	373,815
Activities	256,222	279,908	23,686
Social Services	134,441	136,764	2,323
Other Care Related	150,920	175,771	24,851
Dietary	1,568,734	1,648,581	79,847
Laundry	245,663	285,609	39,946
Housekeeping	536,495	663,763	127,269
Plant Operations & Maintenance	1,188,414	1,413,770	225,356
Taxes and Licenses	409,387	461,394	52,007
Property & Related	12,400	12,400	-
General & Administrative	2,375,491	2,847,148	471,657
Payroll Taxes & Fringe	1,188	-	(1,188)
TOTAL OPERATING EXPENSES	\$ 15,394,210	\$ 17,192,174	\$ 1,797,964
NET OPERATING INCOME	\$ (3,704,275)	\$ (4,041,310)	\$ 337,035

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

CENSUS

Payor	Projected	Budget	Variance
Medicare	5,178	8,395	(3,217)
Private	11,062	10,950	112
Medicaid	41,542	43,800	(2,258)
Managed Care	508	730	(222)
Total	<u>58,290</u>	<u>63,875</u>	<u>(5,585)</u>

ADC

	Projected	Budget	Variance
Medicare	14.19	23.00	(8.81)
Private	30.31	30.00	0.31
Medicaid	113.81	120.00	(6.19)
Managed Care	1.39	2.00	(0.61)
Total	<u>159.70</u>	<u>175.00</u>	<u>(15.30)</u>

PAYOR MIX

	Projected	Budget	Variance
Medicare	8.88%	13.14%	-4.26%
Private	18.98%	17.14%	1.83%
Medicaid	71.27%	68.57%	2.70%
Managed Care	0.87%	1.14%	-0.27%
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	473	540	5,178	8.88%
Private	1,042	942	836	878	836	961	1,024	1,025	794	817	969	938	11,062	18.98%
Medicaid	3,463	3,419	3,008	3,358	3,432	3,426	3,279	3,412	3,793	3,723	3,907	3,322	41,542	71.27%
Managed Care	62	62	86	33	33	14	-	9	67	67	15	60	508	0.87%
Total Actual Census	4,915	4,857	4,212	4,585	4,622	4,965	4,814	4,977	5,065	5,054	5,364	4,860	58,290	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%	93.5%	87.6%	86.32%	
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)	(349)	(270)	(3,674)	-65.79%
Private	112	12	(4)	(52)	(64)	31	124	95	(136)	(83)	39	38	112	2.00%
Medicaid	(257)	(301)	(352)	(362)	(168)	(294)	(291)	(262)	135	213	296	(158)	(1,801)	-32.24%
Managed Care	-	-	30	(29)	(27)	(48)	(60)	(53)	5	7	(47)	-	(222)	-3.98%
Total Census Days Variance	(510)	(568)	(688)	(840)	(628)	(460)	(436)	(448)	(360)	(196)	(61)	(390)	(5,585)	-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%	-1.1%	-7.0%	-8.27%	