# Winchester House Budget Variance Reconciliation [Without Medicaid County Subsidy & Property Tax Levy] 12/1/2014 - 1/31/2015

## **ACCRUAL BASIS FORMAT (PCC)**

		 Total \$'s
Approved Budgeted Net Income (Without Medicaid Subsidy and Property Tax Levy)		\$ (717,946)
REVENUE RELATED VARIANCES:		
Private Revenue under budget - 217 days under budget and prior period reclass of \$97,920	\$ (92,686)	
Medicaid Revenue over budget- Reclass of Medicaid pending residents, 689 days over budget	123,163	
Medicare A Revenue over budget- 251 days over budget and higher average RUG rate than budget	114,928	
Medicare B Revenue under budget- Lower than budgeted # of Part B services	(17,144)	
Managed Care Revenue under budget - 158 days under budget	(71,154)	
Other Care Revenue under budget- Lower meal revenue than budget	 (117)	
Total Revenue Variance		\$ 56,991
EXPENSE RELATED VARIANCES:		
Ancillary Expenses over budget - Primarily due to higher than budgeted Medicare census	\$ (8,187)	
Nurse Agency under budget	5,088	
SDL Purchased Services over budget - Primarily due to higher than budgeted census	(49,806)	
Other Purchased Services under budget - Lower than budgeted use of purchased services	15,364	
Supplies over budget - Primarily due to higher than budgeted census	(17,518)	
Utilities over budget - Higher than budgeted gas expense	(2,482)	
Management Fees under budget - Due to spread of budgeted Incentive portion of fees	28,000	
Marketing and Promotions under budget - Not yet incurred	5,932	
Taxes and Licenses over budget - Primarily due to timing of bed tax recoupment	(11,329)	
All Other Expenses over budget	 (23,581)	
Total Expense Variance		\$ (58,519)
Actual Net Operating Income (w/o Medicaid Subsidy, Property Tax Levy and Capital Expenditures)		\$ (719,473)

## Winchester House Budget Variance Summary 12/1/2014 - 1/31/2015

## ACCRUAL BASIS (PCC)

	12/1/2	014 - 1/31/2015 Actual	Approved 014 - 1/31/2015 Budget	Variance		
REVENUE						
Care Related Revenue						
Private Pay Revenue	\$	359,133	\$ 451,819	\$	(92,686)	
Medicaid Revenue		1,187,083	1,063,920		123,163	
Medicare A Revenue		570,628	455,700		114,928	
Medicare B Revenue		27,195	44,339		(17,144)	
Managed Care Revenue		48,196	119,350		(71,154)	
Other Care Related Revenue		-	-		-	
<b>Total Care Related Revenue</b>	\$	2,192,235	\$ 2,135,127	\$	57,108	
Other Income *		398	514		(117)	
TOTAL REVENUE	\$	2,192,633	\$ 2,135,642	\$	56,991	
EXPENSES						
Ancillary Expenses	\$	190,988	\$ 182,801	\$	(8,187)	
Nursing		1,476,358	1,345,145		(131,213)	
Activities		50,072	47,925		(2,147)	
Social Services		26,693	25,898		(795)	
Other Care Related		15,164	32,123		16,959	
Dietary		292,182	319,279		27,097	
Laundry		46,638	49,970		3,332	
Housekeeping		96,578	100,708		4,130	
Plant Operations & Maintenance		220,589	217,556		(3,034)	
Taxes and Licenses		88,612	77,283		(11,329)	
Property & Related		439	600		161	
General & Administrative		407,792	454,299		46,507	
Payroll Taxes & Fringe		<u>-</u>	 <u>-</u>		<u>-</u>	
TOTAL OPERATING EXPENSES	\$	2,912,106	\$ 2,853,587	\$	(58,519)	
NET OPERATING INCOME	\$	(719,473)	\$ (717,946)	\$	(1,528)	
Capital Outlay		-	-		-	
NET INCOME	\$	(719,473)	\$ (717,946)	\$	(1,528)	

<sup>\*</sup> excludes property taxes

#### WINCHESTER HOUSE CENSUS BY PAYOR ACTUAL VS. BUDGET 12/1/2014 - 1/31/2015

														Payor
	D 44	In 45	F-1- 45	M 45	A 4.5	M 45	L 45	11.45	A 45	0 45	0-445	Nov. 45	<b>7</b> 7. 4. 1	Mix
	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Total	<u>%</u>
Actual Census Days (By Payor)	]													
Medicare	604	577	532	589	570	589	570	589	589	570	589	570	6,938	10.9%
Private	933	896	896	992	960	992	960	992	992	960	992	960	11,525	18.1%
Medicaid	3,736	3,743	3,416	3,782	3,660	3,782	3,660	3,782	3,782	3,660	3,782	3,660	44,445	69.8%
Managed Care	91	61	56	62	60	62	60	62	62	60	62	60	758	1.2%
<b>Total Actual Census</b>	5,364	5,277	4,900	5,425	5,250	5,425	5,250	5,425	5,425	5,250	5,425	5,250	63,666	<u>100.00%</u>
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 %	77.2%	76.0%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%	77.87%	
Budgeted Census Days (By Payor)														
Medicare	465	465	420	465	450	465	450	465	465	450	465	450	5,475	9.2%
Private	1,023	1,023	924	1,023	990	1,023	990	1,023	1,023	990	1,023	990	12,045	20.2%
Medicaid	3,410	3,410	3,080	3,410	3,300	3,410	3,300	3,410	3,410	3,300	3,410	3,300	40,150	67.5%
Managed Care	155	155	140	155	150	155	150	155	155	150	155	150	1,825	3.1%
<b>Total Budgeted Census Days</b>	5,053	5,053	4,564	5,053	4,890	5,053	4,890	5,053	5,053	4,890	5,053	4,890	59,495	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	
<b>Budgeted Occupancy %</b>	72.8%	72.8%	72.8%	72.8%	72.8%	72.8%	72.8%	72.8%	72.8%	72.8%	72.8%	72.8%	72.77%	
Census Days (By Payor) Variance														
Medicare	139	112	112	124	120	124	120	124	124	120	124	120	1,463	-35.08%
Private	(90)	(127)	(28)	(31)	(30)	(31)	(30)	(31)	(31)	(30)	(31)	(30)	(520)	12.47%
Medicaid	326	333	336	372	360	372	360	372	372	360	372	360	4,295	-102.97%
Managed Care	(64)	(94)	(84)	(93)	(90)	(93)	(90)	(93)	(93)	(90)	(93)	(90)	(1,067)	25.58%
<b>Total Census Days Variance</b>	311	224	336	372	360	372	360	372	372	360	372	360	4,171	<u>-100.00%</u>
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	
<b>Budgeted Occupancy %</b>	4.5%	3.2%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.10%	

## Winchester House Projected Budget Variance Summary 12/01/14 - 11/30/15

## **ACCRUAL BASIS (PCC)**

	/14 - 11/30/15 Projected	Approved 1/14 - 11/30/15 Budget	Variance			
REVENUE						
Care Related Revenue						
Private Pay Revenue	\$ 2,535,500	\$ 2,659,900	\$	(124,400)		
Medicaid Revenue	14,122,029	6,263,400		7,858,629		
Medicare A Revenue	6,554,665	2,682,750		3,871,915		
Medicare B Revenue	325,998	231,704		94,294		
Managed Care Revenue	401,459	702,625		(301,166)		
Other Care Related Revenue	 	 				
<b>Total Care Related Revenue</b>	\$ 23,939,652	\$ 12,540,379	\$	11,399,272		
Other Income	4,720	3,027		1,693		
TOTAL REVENUE	\$ 23,944,372	\$ 12,543,406	\$	11,400,965		
EXPENSES						
Ancillary Expenses	\$ 2,193,831	\$ 1,076,165	\$	(1,117,666)		
Nursing	17,523,084	7,919,625		(9,603,459)		
Activities	594,315	282,140		(312,175)		
Social Services	316,825	152,467		(164,358)		
Other Care Related	179,985	189,114		9,129		
Dietary	3,467,940	1,877,915		(1,590,025)		
Laundry	553,553	294,177		(259,376)		
Housekeeping	1,146,299	613,204		(533,095)		
Plant Operations & Maintenance	2,618,203	1,296,512		(1,321,691)		
Taxes and Licenses	352,408	457,563		105,155		
Property & Related	3,600	3,600		-		
General & Administrative	4,840,140	2,560,361		(2,279,779)		
Payroll Taxes & Fringe	-	-		-		
TOTAL OPERATING EXPENSES	\$ 33,790,181	\$ 16,722,843	\$	(17,067,338)		
NET OPERATING INCOME	\$ (9,845,810)	\$ (4,179,437)	\$	(5,666,373)		

## Winchester House Projected Budget Variance Summary 12/01/14 - 11/30/15

## CENSUS

Payor	Projected	Budget	Variance
Medicare	6,938	5,475	1,463
Private	11,525	12,045	(520)
Medicaid	44,445	40,150	4,295
Managed Care	758	1,825	(1,067)
Total	63,666	<u>59,495</u>	4,171

### ADC

	Projected	Budget	Variance
Medicare	19.01	15.00	4.01
Private	31.58	33.00	(1.42)
Medicaid	121.77	110.00	11.77
Managed Care	2.08	5.00	(2.92)
Total	174.43	163.00	11.43

## PAYOR MIX

	Projected	Budget	Variance
Medicare	10.90%	9.20%	1.70%
Private	18.10%	20.25%	-2.14%
Medicaid	69.81%	67.48%	2.32%
Managed Care	1.19%	3.07%	-1.88%
Total	<u>100.00%</u>	100.00%	0.00%

#### WINCHESTER HOUSE PROJECTED CENSUS BY PAYOR ACTUAL VS. BUDGET 12/1/14 - 11/30/15

													12/13-11/14	Payor Mix
	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Total	WIIX %
	ACTUAL	ACTUAL												
Actual Census Days (By Payor)														
Medicare	604	577	532	589	570	589	570	589	589	570	589	570	6,938	10.9%
Private	933	896	896	992	960	992	960	992	992	960	992	960	11,525	18.1%
Medicaid	3,736	3,743	3,416	3,782	3,660	3,782	3,660	3,782	3,782	3,660	3,782	3,660	44,445	69.8%
Managed Care	91	61	56	62	60	62	60	62	62	60	62	60	758	1.2%
Total Actual Census	5,364	5,277	4,900	5,425	5,250	5,425	5,250	5,425	5,425	5,250	5,425	5,250	63,666	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 %	93.5%	92.0%	94.6%	94.6%	94.6%	94.6%	94.6%	94.6%	94.6%	94.6%	94.6%	94.6%	94.29%	
Budgeted Census Days (By Payor)	1													
Medicare	465	465	420	465	450	465	450	465	465	450	465	450	5,475	9.2%
Private	1,023	1,023	924	1,023	990	1,023	990	1,023	1,023	990	1,023	990	12,045	20.2%
Medicaid	3,410	3,410	3,080	3,410	3,300	3,410	3,300	3,410	3,410	3,300	3,410	3,300	40,150	67.5%
Managed Care	155	155	140	155	150	155	150	155	155	150	155	150	1,825	3.1%
Total Budgeted Census Days	5,053	5,053	4,564	5,053	4,890	5,053	4,890	5,053	5,053	4,890	5,053	4,890	59,495	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 %	88.1%	88.1%	88.1%	88.1%	88.1%	88.1%	88.1%	88.1%	88.1%	88.1%	88.1%	88.1%	88.11%	
Census Days (By Payor) Variance														
Medicare	139	112	112	124	120	124	120	124	124	120	124	120	1,463	-35.1%
Private	(90)		(28)	(31)	(30)	(31)	(30)	(31)	(31)	(30)	(31)	(30)	(520)	12.5%
Medicaid	326	333	336	372	360	372	360	372	372	360	372	360	4,295	-103.0%
Managed Care	(64)		(84)	(93)	(90)	(93)	(90)	(93)	(93)	(90)	(93)	(90)	(1,067)	25.6%
Total Census Days Variance	311	224	336	372	360	372	360	372	372	360	372	360	4,171	-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	5.4%	·	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.18%	