



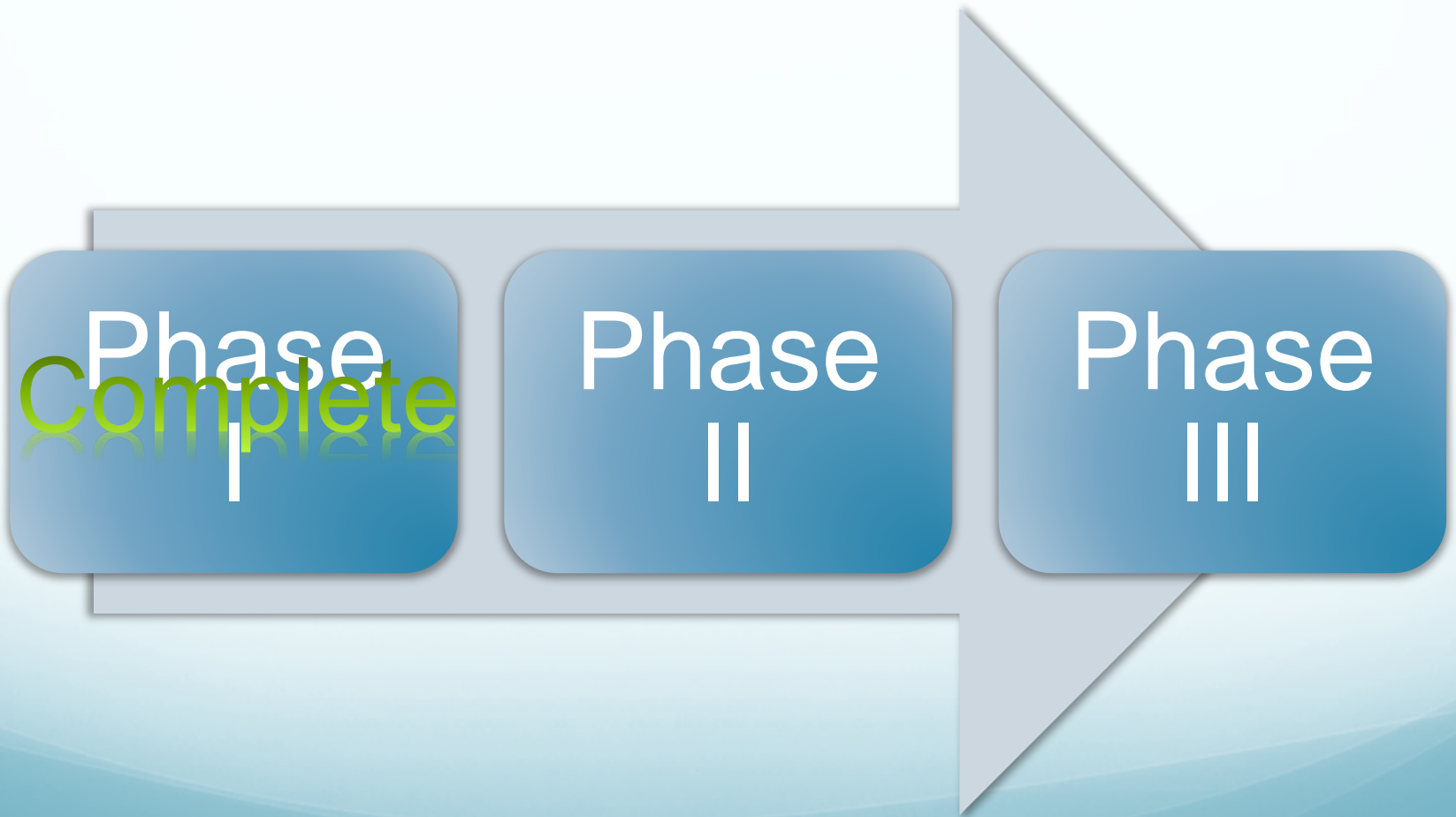
Winchester House Advisory Board

periods ending July 31st –August 31st, 2016

Agenda

- CON approved!
- Milestone Tracking: Phase III
- Regulatory Update/Industry Update
- Financial Statement (actual v. pro forma)
- Celebrate success!

Milestone Tracking



Phase 2/3

- (A) Preparation by Tenant of construction schedule and list of contractors for building of Replacement Facility; presentation of same to Landlord – sixteen (16) months from Effective Date (DECEMBER 2016).
- (B) Tenant to begin construction of Replacement Facility project pursuant to Replacement Facility CON Approval - 24 months from Effective Date (August 2017)
- (C) Filing of discontinuation of Facility CON with the IHFSRB – 24 months from Effective Date. (August 2017)
- (D) Completion of construction and submission of Final Project Report by Tenant to IHFSRB - 36 months from Effective Date. (August 2018)
- (E) Filing of Facility Closure Plan, with input from IDPH that is gathered by Tenant, including details of transfer of residents to replacement facility; presentation of same to Landlord – 30 months from Effective Date. (February 2018)
- (F) Filing of Application for Licensure (“**Licensure Application**”) for Replacement Facility with IDPH – 30 months from Effective Date. (February 2018)
- (G) Tenant to provide to Landlord a draft transition and communication plan for families and residents regarding transfer of residents into Replacement Facility – 30 months from Effective Date. (February 2018)

Regulatory Update

Surveys for Winchester House 2015/2016

<i>Date of Survey</i>	<i>Type of Survey</i>	<i>Tags</i>	<i>Desk Review/Date of Revisit</i>
8/19/15	A	F164 privacy, F315 Catheters, F323 Transfers,	Desk Review 9-14-15
		332 med error, F431 Med labels, F441 Inf Control	
		F469 Pest Control	
9/29/15	C	Nature of complaint=Improper Nursing	No findings
11/10/15	C	Nature of complaint=Transfer/Discharge	No findings
1/5/16	C	F323 door malfunction	Desk Review-1/25/16
3/1/16	C	F312 Showers	Desk Review 3/16/16
3/15/16	L	B level violations with no fine. 300.1210 -Pantry/ storage doors open, 300.1650- Med rm fridge, 300.696- Infection Control	Revisit 4/19/16- All tags cleared
5/28/16	C	F323 Resident unattended during toileting	Desk Review-6/15/16
6/13/16	C	F312 incont. care , F353 Response time	IDR approved and tags deleted
7/18/16	C	F323 Careplan not updated timely for chair alarm	Desk review-8/10/16
7/21/16	L	Second probationary licensure survey	No findings
10/11/16	A	Results pending	

Winchester House Census

Transitional Care of Lake County

Average Census per Month for 2016

	2016	2016	2016	2016	2016	2016	2016	2016	2015	2015	2015	2015
<u>Payer Type</u>	<u>Jan</u>	<u>Feb</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug</u>	<u>Sept</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>
Medicare	10.13	11.79	10.84	6.07	9.19	6.23	4.35	5.87	8.70	8.84	9.80	10.45
Managed Care	0.42	0.07	-	-			-0.48	0.00	0.00	0.00	0.37	0.71
Medicaid	64.71	69.55	64.61	60.83	60.74	57.50	55.10	51.94	86.53	84.61	74.87	61.61
Medicaid Managed Care	48.06	46.93	46.26	46.53	46.29	49.00	46.45	47.52	40.50	35.06	45.33	53.74
Hospice	7.81	8.38	9.29	8.00	6.29	7.83	10.81	11.61	5.37	5.87	5.10	6.29
Private Pay	19.39	17.38	15.35	19.00	15.13	14.60	16.00	13.19	24.03	23.23	20.10	22.97
Medicare MMAI	-	0.14	2.10	2.67	2.84	0.63	0.90	0.87	0.23	0.45	0.00	0.16
Other	-						-	-	-	-		
Totals	150.52	154.24	148.45	143.10	140.48	135.80	133.13	131.00	165.37	158.06	155.57	155.94

Financials – July 2016

July 2016 Financial Summary

	<u>Actual</u>	<u>Proforma</u>
Average Census:	133.13	161.58
Medicare	5.26	20.00
Private Pay	16.00	29.23
Medicaid	65.90	112.00
MMAI	46.45	-
Managed Care	(0.48)	0.35

	<u>Current Period</u>		<u>Pro Forma</u>		<u>Variance</u>
	<u>Actual \$</u>	<u>PPD</u>	<u>Actual \$</u>	<u>PPD</u>	
Room and Board Income	\$ 804,869	195.03	\$ 1,047,360	211.59	\$ (242,491)
Medicare Part B	36,072	8.74	12,654	2.56	23,418
Other Income	79	0.02	-	-	79
Total Income	\$ 841,020	\$ 203.79	\$ 1,060,014	\$ 214.14	\$ (218,994)
Operating Expenses					
Nursing Expenses	411,131	99.62	477,232	96.41	66,101
Activities	8,059	1.95	13,731	2.77	5,672
Social Services	2,981	0.72	9,554	1.93	6,573
Dietary	71,097	17.23	74,712	15.09	3,615
Laundry	15,522	3.76	24,583	4.97	9,061
Housekeeping	40,785	9.88	41,000	8.28	215
Plant and Maintenance	42,741	10.36	98,541	19.91	55,800
Human Resources and Employee Benefits	226,741	54.94	179,897	36.34	(46,844)
General and Administrative	151,320	36.67	198,388	40.08	47,068
Total Operating Expenses	\$ 970,376	\$ 235.13	\$ 1,117,638	\$ 225.79	\$ 147,262
Total Non Operating Income	177,125	42.92	177,125	35.78	-
Total Non Operating Expense	87,668	21.24	119,501	24.14	31,833
Net Income or (Loss)	\$ (39,900)	\$ (9.67)	\$ -	\$ -	\$ (39,900)

Financials – August 2016

August 2016 Financial Summary

	<u>Actual</u>	<u>Proforma</u>
Average Census:	130.35	161.58
Medicare	6.10	20.00
Private Pay	13.19	29.23
Medicaid	63.55	112.00
MMAI	47.52	-
Managed Care	-	0.35

	<u>Current Period</u>		<u>Pro Forma</u>		<u>Variance</u>
	<u>Actual \$</u>	<u>PPD</u>	<u>Actual \$</u>	<u>PPD</u>	
Room and Board Income	\$ 812,351	201.03	\$ 1,108,836	221.37	\$ (296,485)
Medicare Part B	33,276	8.23	19,033	3.80	14,243
Other Income	1,497	0.37	-	-	1,497
Total Income	\$ 847,124	\$ 209.63	\$ 1,127,869	\$ 225.17	\$ (280,745)
Operating Expenses					
Nursing Expenses	399,116	98.77	478,735	95.57	79,619
Activities	10,736	2.66	13,731	2.74	2,995
Social Services	2,981	0.74	9,554	1.91	6,573
Dietary	68,073	16.85	75,064	14.99	6,991
Laundry	16,748	4.14	24,583	4.91	7,835
Housekeeping	36,637	9.07	41,000	8.19	4,363
Plant and Maintenance	8,957	2.22	98,541	19.67	89,584
Human Resources and Employee Benefits	173,484	42.93	170,887	34.12	(2,597)
General and Administrative	138,187	34.20	195,979	39.13	57,792
Total Operating Expenses	\$ 854,920	\$ 211.58	\$ 1,108,074	\$ 221.22	\$ 253,154
Total Non Operating Income	103,098	25.51	103,098	20.58	-
Total Non Operating Expense	47,953	11.87	122,893	24.53	74,940
Net Income or (Loss)	\$ 47,349	\$ 11.72	\$ -	\$ -	\$ 47,349

Highlights

- In the month of August falls had been reduced by 47% compared to June 2016
- Acquired wounds have decreased by 15% since January 2016
- Long term residents receiving interdisciplinary end of life care in coordination with hospice continues to increase each month
- Flu shots have been completed for all resident's with a 85% acceptance rate and are currently being offered to employees

Thank you!