



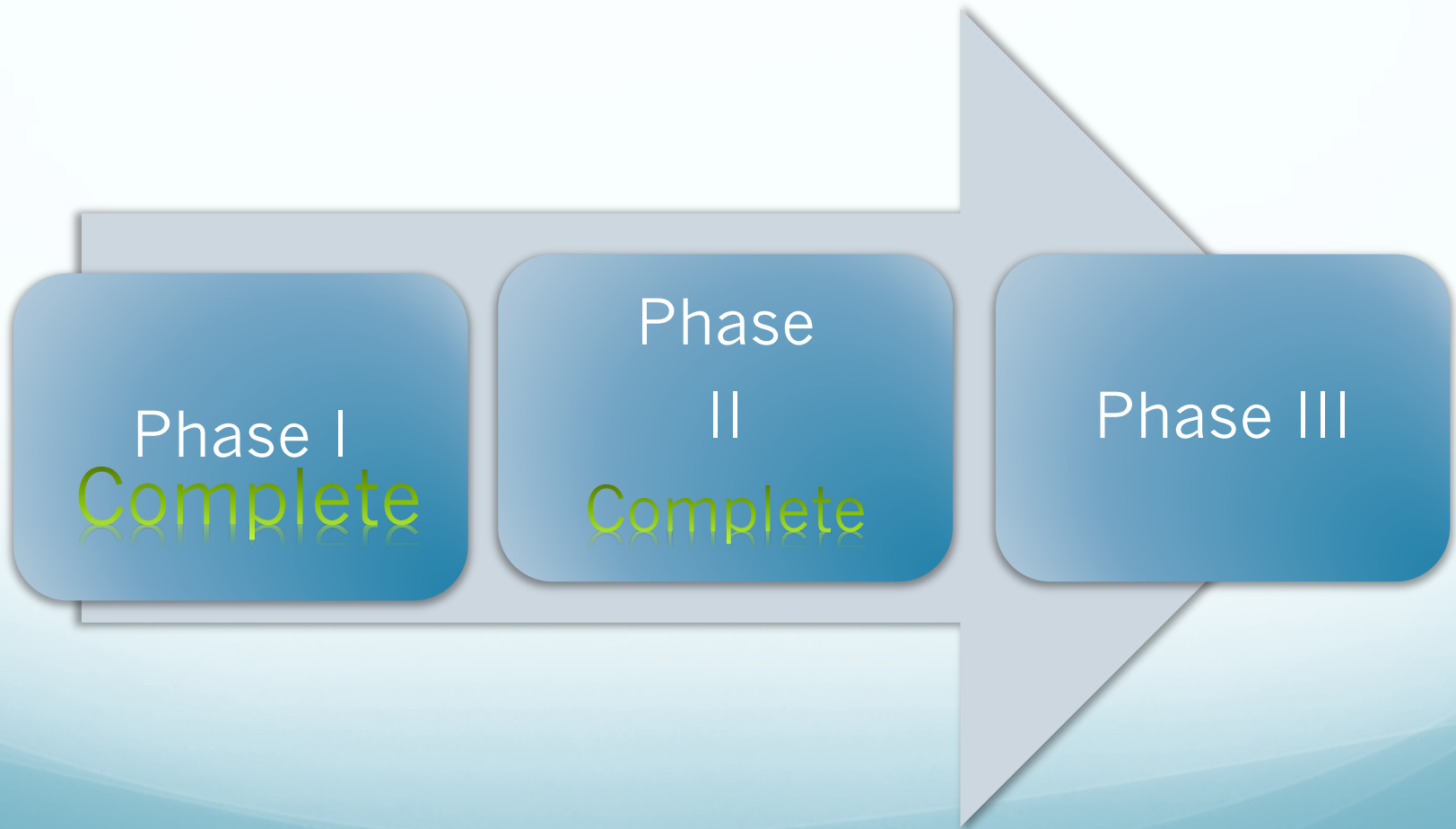
# Winchester House Advisory Board

January- March 2018

# Agenda

- Milestone Tracking: Phase III
- New Building Update
- 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 2016/2017

<b><i>Date of Survey</i></b>	<b><i>Type of Survey</i></b>	<b><i>Tags</i></b>	<b><i>Desk Review/Date of Revisit</i></b>
10/18/16	A	Annual Life Safety Survey	Desk review-10/31/16
10/11/16	A	F248 Act. Documentation, F312 ADL, F315 UTI prevention, F323 Transfer, F329 Medication documentation, F353 Assistance at meals, F364 Dietary recipes, F365 Food form, F441 Infection Control	Desk review -11/3/16
10/31/17	A	F282 Care plan, F309 Tx following incident, F312 ADL, F315Catheter care, F318 ROM, F232Accidents and Incidents, F325Nutrition, F365Food to meet individual needs, F371 Kitchen Sanitation, F441Infection Control	Revisit- 11/22/17
11/16/17	Life Safety	K211,K271,K293,K311,K324,K345,K353,K363, K521, K531, K741, K901, K914, K915, K920, K923	Desk review-1/8/18

# TRANSITIONAL *care* MANAGEMENT

## January 2018 Financial Summary

	<u>Actual</u>	<u>Proforma</u>
Average Census:	118.71	124.00
Medicare	5.81	7.00
Private Pay	18.23	19.00
Medicaid	41.65	36.87
MMAI	52.58	60.13
Managed Care	0.45	1.00

	<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	\$ 721,536	196.07	\$ 764,047	198.76	\$ (42,511)
Medicare Part B	34,064	9.26	17,000	4.42	17,064
Other Income	243	0.07	-	-	243
Total Income	\$ 755,843	\$ 205.39	\$ 781,047	\$ 203.19	\$ (25,204)
Operating Expenses					
Nursing Expenses	395,810	107.56	387,372	100.77	(8,437)
Activities	21,613	5.87	19,662	5.12	(1,950)
Social Services	5,477	1.49	4,325	1.13	(1,153)
Dietary	71,441	19.41	67,573	17.58	(3,868)
Laundry	13,502	3.67	14,400	3.75	898
Housekeeping	35,500	9.65	35,223	9.16	(277)
Plant and Maintenance	9,160	2.49	11,798	3.07	2,638
Human Resources and Employee Benefits	175,529	47.70	172,090	44.77	(3,438)
General and Administrative	136,429	37.07	134,547	35.00	(1,882)
Total Operating Expenses	\$ 864,460	\$ 234.91	\$ 846,990	\$ 220.34	\$ (17,470)
Total Non Operating Income	92,632	25.17	92,632	24.10	-
Total Non Operating Expense	45,224	12.29	45,502	11.84	278
Net Income or (Loss)	\$ (61,209)	\$ (16.63)	\$ (18,813)	\$ (4.43)	\$ (42,396)

# TRANSITIONAL *care* MANAGEMENT

## February 2018 Financial Summary

	<u>Actual</u>	<u>Proforma</u>
Average Census:	120.36	124.04
Medicare	9.75	7.00
Private Pay	14.75	19.00
Medicaid	44.11	36.89
MMAI	49.64	60.14
Managed Care	2.11	1.00

	<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	\$ 703,142	208.65	\$ 690,106	198.71	\$ 13,036
Medicare Part B	22,094	6.56	17,000	4.89	5,094
Other Income	844	0.25	-	-	844
Total Income	\$ 726,080	\$ 215.45	\$ 707,106	\$ 203.60	\$ 18,974
Operating Expenses					
Nursing Expenses	381,636	113.25	350,843	101.02	(30,794)
Activities	14,225	4.22	17,798	5.12	3,573
Social Services	5,392	1.60	3,906	1.12	(1,486)
Dietary	63,767	18.92	61,227	17.63	(2,540)
Laundry	12,942	3.84	14,400	4.15	1,458
Housekeeping	31,652	9.39	34,774	10.01	3,122
Plant and Maintenance	8,523	2.53	11,170	3.22	2,647
Human Resources and Employee Benefits	173,605	51.51	163,086	46.96	(10,520)
General and Administrative	135,989	40.35	126,012	36.28	(9,976)
Total Operating Expenses	\$ 827,731	\$ 245.62	\$ 783,217	\$ 225.52	\$ (44,514)
Total Non Operating Income	82,859	24.59	82,859	23.86	-
Total Non Operating Expense	44,247	13.13	41,805	12.04	(2,442)
Net Income or (Loss)	\$ (63,040)	\$ (18.71)	\$ (35,057)	\$ (10.09)	\$ (27,983)

# Winchester House Census- Jan- Feb

## Transitional Care of Lake County

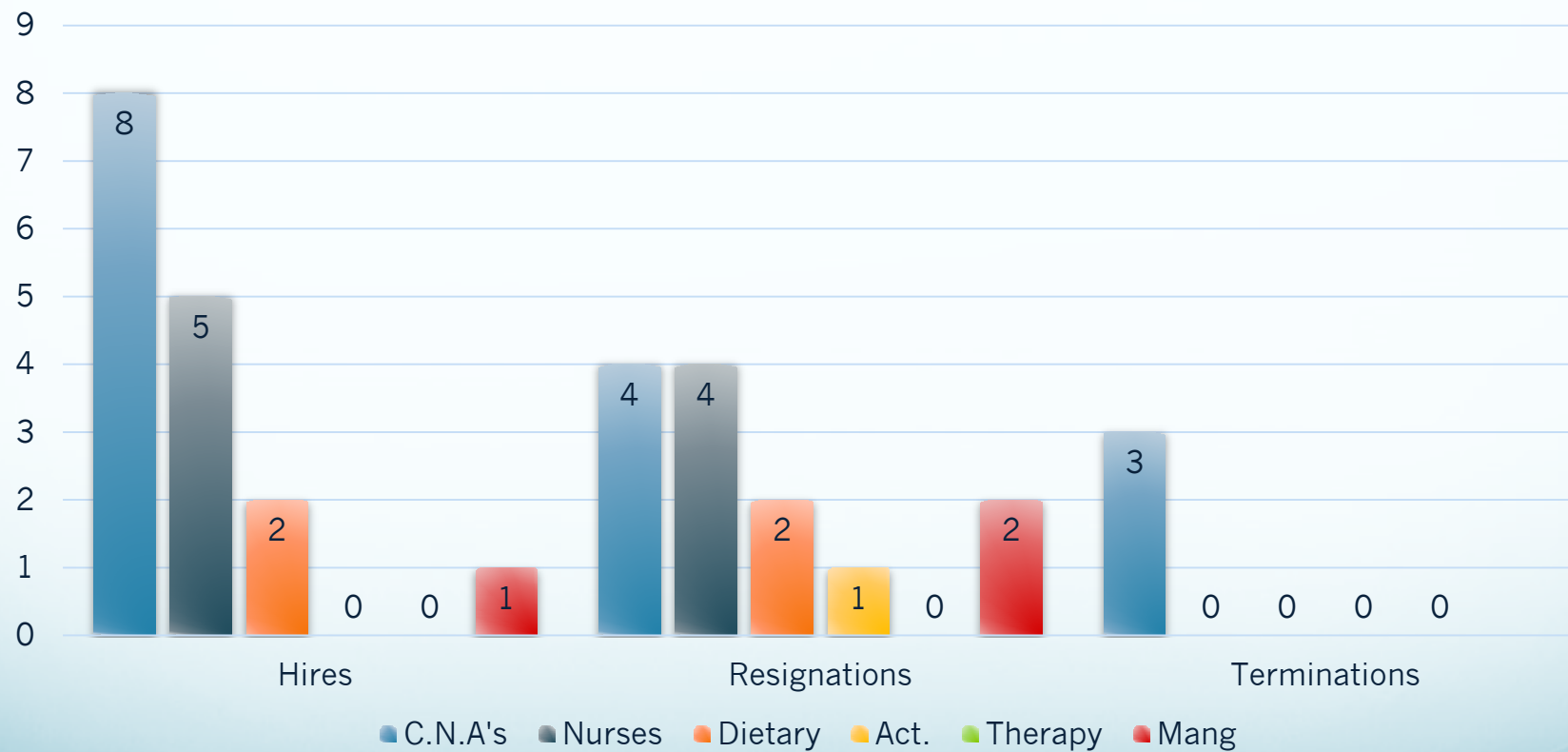
### Average Census per Month-Trailing 12 months

	2018	2018	2017	2017	2017	2017	2017	2017	2017	2017	2017	2017
<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	5.81	9.75	5.90	6.63	7.55	7.90	6.06	6.68	9.17	8.45	5.70	5.90
Managed Care	0.45	1.71	1.00	0.07		0.27	0.00	0.77	0.60	0.45	0.00	0.00
Medicaid	22.90	23.54	21.39	23.00	21.90	17.73	23.26	15.61	17.33	15.87	19.47	21.94
Medicaid Managed Care	52.58	49.64	67.65	62.00	61.65	64.30	63.03	66.77	61.07	57.23	55.50	54.35
Hospice	18.74	20.57	14.23	17.60	19.00	17.80	15.90	17.06	16.20	20.10	20.13	19.35
Private Pay	18.23	14.75	15.00	16.10	14.19	15.30	12.06	11.39	17.13	20.52	19.20	17.06
Medicare MMAI	-	0.39	-	-	0.71	1.37	-	0.39	1.00	1.26	0.07	-0.03
Other	-						-	-	-	-		
<b>Totals</b>	<b>118.71</b>	<b>120.36</b>	<b>125.16</b>	<b>125.40</b>	<b>125.00</b>	<b>124.67</b>	<b>120.32</b>	<b>118.68</b>	<b>122.50</b>	<b>123.87</b>	<b>120.07</b>	<b>118.58</b>



# Staffing Update

Jan-March



# Therapy Focus First Quarter 2018

- Custom wheelchair program is on-going with first quarter cases addressing wheelchair modifications and driving re-evaluations to ensure continued patient safety in custom seating.
- Formal contracture management program is ongoing with focus on quarterly re-evaluations to ensure proper fit and appropriateness of ordered orthotics as well as ordering of new orthotics to address patients contracture management needs.
- Student program is on-going with COTA student completing successful fieldwork rotation during first quarter. Assisted clinical instructor in completion of Minds Matter program binder and presented program to manager team. Next OTR student expected May 2018
- Therapy Director took active role in Fall Prevention staff education through usage of “fall prevention hazard room” created by members of fall prevention team.

# Therapy Program Highlights

- Total residents in Minds Matter program: 82
- Total residents in wound program: 1
- Total residents in pain prevention program: 72
- Total residents in lite-gait program: 24
- Total residents in wheelchair program: 6
- Total residents in contracture program: 23

# Activity Highlights

- New Year's Day Live Music with entertainment Duo A's and celebration
- Spotlight Dance Connection from Grayslake
- Bingo with the Lake County Pageant Queens
- Mardi Gras party with entertainment
- Valentine's Day party with entertainment with resident choice steak dinner
- Winchester House Winter Olympics
- Little hands BIG Hearts with puppy love and craft projects
- Libertyville High School Guitar Ensemble Performance
- Voting/Primary Elections

# Activities-Upcoming Events

April:

- Resident Memorial Service
- Resident choice dine in catering
- Winchester House Indoor Carnival
- Live Entertainment with Dave D
- Lake Forest Academy intergenerational program

May:

- Cinco De Mayo Party with live entertainment
- Mother's day entertainment & other festivities
- Fashion Show
- 828 Band Ensemble
- Memorial Day Music, BBQ, Volunteers

Thank you!