



# Winchester House Advisory Board

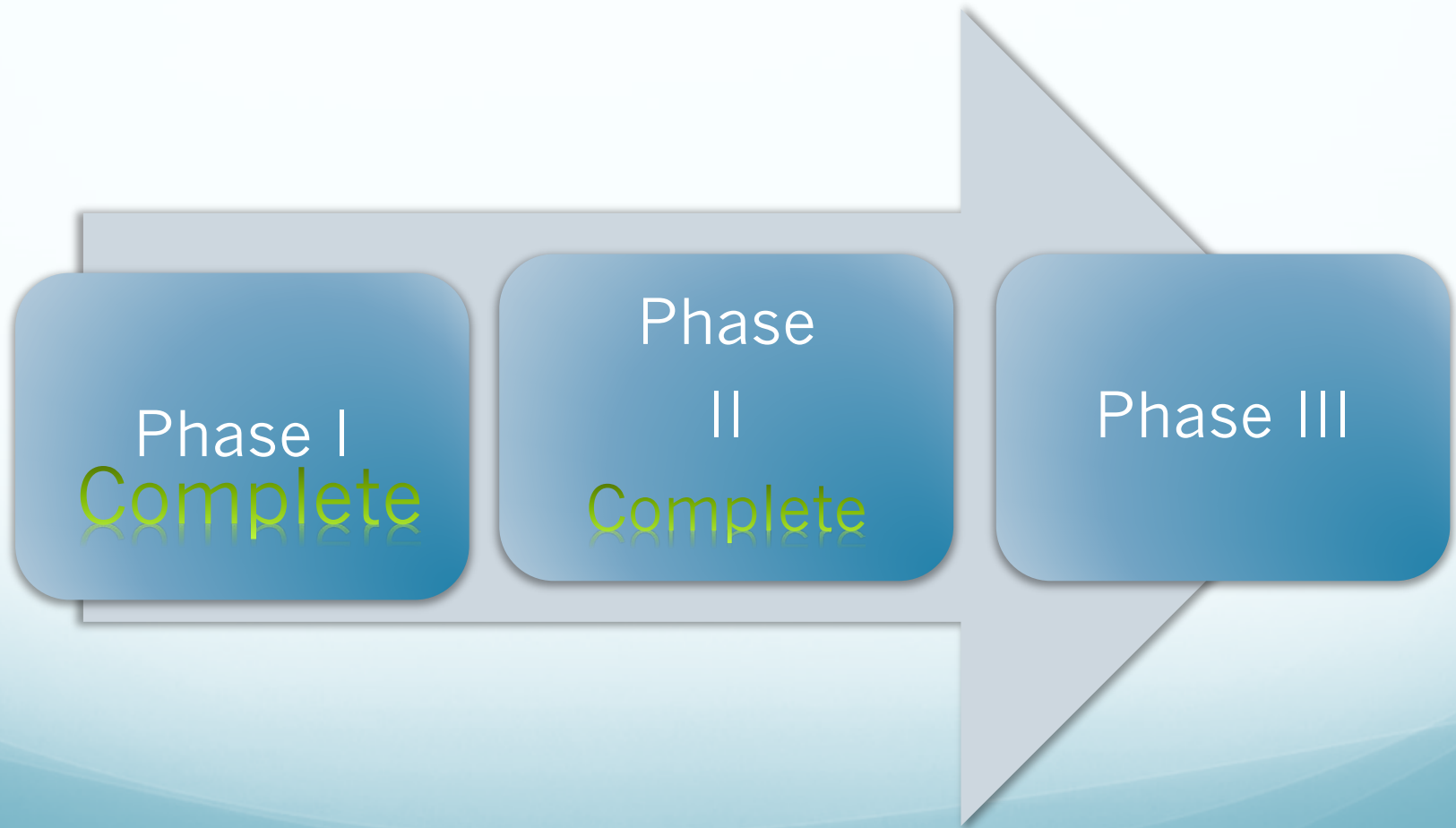
July- September 2018

# 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

| Date                        | Ftag  | SS |
|-----------------------------|---|----|
| 11/9/18<br>Annual<br>Survey | F558- Reasonable Accommodations (Res call light not in reach)                 | D  |
|                             | F578- Advanced Directives (POS/POLST do not correspond)                       | D  |
|                             | F585- Grievances (Resident reported phone missing)                            | D  |
|                             | F677- ADL Care ( Assistance w/meals and oral care)                            | D  |
|                             | F686- Pressure Ulcers (W/C cushion deflated and heel protectors not in place) | D  |
|                             | F688 ROM (Splint/leg rest application, PROM program)                          | D  |
|                             | F689 Accidents (Resident transfer status not followed)                        | D  |
|                             | F690 Incontinence ( Peri care)  | E  |
|                             | F758 Psychotropic Medications ( Behavior tracking vs. medication indication)  | D  |
|                             | F759 Medication Errors ( 2 omissions, 1 incorrect med)                        | D  |
|                             | F880 Infection Control ( Hand hygiene)  | D  |
|                             | F908 Equipment (Ice build up to freezer door)                                 | C  |
|                             |   |    |
|                             |   |    |



## August 2018 Financial Summary

|                                       | <u>Actual</u>         |                   | <u>Proforma</u>    |                   |                    |
|---------------------------------------|-----------------------|-------------------|--------------------|-------------------|--------------------|
| Average Census:                       | 118.61                |                   | 119.71             |                   |                    |
| Medicare                              | 4.71                  |                   | 7.00               |                   |                    |
| Private Pay                           | 14.55                 |                   | 18.00              |                   |                    |
| Medicaid                              | 51.32                 |                   | 34.19              |                   |                    |
| MMAI                                  | 47.74                 |                   | 59.52              |                   |                    |
| Managed Care                          | 0.29                  |                   | 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                 | \$ 699,900            | 190.35            | \$ 768,911         | 207.20            | \$ (69,011)        |
| Medicare Part B                       | 21,328                | 5.80              | 20,000             | 5.39              | 1,328              |
| Other Income                          | <u>900</u>            | <u>0.24</u>       | <u>-</u>           | <u>-</u>          | <u>900</u>         |
| Total Income                          | \$ 722,128            | \$ 196.39         | \$ 788,911         | \$ 212.59         | \$ (66,783)        |
| Operating Expenses                    |                       |                   |                    |                   |                    |
| Nursing Expenses                      | 417,459               | 113.53            | 386,590            | 104.17            | (30,870)           |
| Activities                            | 12,609                | 3.43              | 19,662             | 5.30              | 7,053              |
| Social Services                       | 2,471                 | 0.67              | 4,325              | 1.17              | 1,853              |
| Dietary                               | 67,555                | 18.37             | 66,717             | 17.98             | (838)              |
| Laundry                               | 13,994                | 3.81              | 14,400             | 3.88              | 406                |
| Housekeeping                          | 33,225                | 9.04              | 35,223             | 9.49              | 1,998              |
| Plant and Maintenance                 | 12,651                | 3.44              | 11,798             | 3.18              | (853)              |
| Human Resources and Employee Benefits | 135,112               | 36.75             | 158,462            | 42.70             | 23,350             |
| General and Administrative            | <u>149,276</u>        | <u>40.60</u>      | <u>136,860</u>     | <u>36.88</u>      | <u>(12,415)</u>    |
| Total Operating Expenses              | \$ 844,352            | \$ 229.63         | \$ 834,037         | \$ 224.75         | \$ (10,315)        |
| Total Non Operating Income            | 32,000                | 8.70              | 32,000             | 8.62              | -                  |
| Total Non Operating Expense           | <u>39,163</u>         | <u>10.65</u>      | <u>45,896</u>      | <u>12.37</u>      | <u>6,733</u>       |
| Net Income or (Loss)                  | <u>\$ (129,386)</u>   | <u>\$ (35.19)</u> | <u>\$ (59,022)</u> | <u>\$ (15.90)</u> | <u>\$ (70,364)</u> |



## July 2018 Financial Summary

|                 | <u>Actual</u> | <u>Proforma</u> |
|-----------------|---------------|-----------------|
| Average Census: | 119.52        | 119.71          |
| Medicare        | 5.35          | 7.00            |
| Private Pay     | 14.42         | 18.00           |
| Medicaid        | 43.26         | 34.19           |
| MMAI            | 55.61         | 59.52           |
| Managed Care    | 0.87          | 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                 | \$ 729,358            | 196.86           | \$ 768,911       | 207.20         | \$ (39,553)        |
| Medicare Part B                       | 27,410                | 7.40             | 20,000           | 5.39           | 7,410              |
| Other Income                          | <u>3,162</u>          | <u>0.85</u>      | <u>-</u>         | <u>-</u>       | <u>3,162</u>       |
| Total Income                          | \$ 759,929            | \$ 205.11        | \$ 788,911       | \$ 212.59      | \$ (28,982)        |
| Operating Expenses                    |                       |                  |                  |                |                    |
| Nursing Expenses                      | 414,823               | 111.96           | 386,590          | 104.17         | (28,233)           |
| Activities                            | 12,532                | 3.38             | 19,662           | 5.30           | 7,130              |
| Social Services                       | 5,207                 | 1.41             | 4,325            | 1.17           | (883)              |
| Dietary                               | 63,800                | 17.22            | 66,717           | 17.98          | 2,917              |
| Laundry                               | 12,702                | 3.43             | 14,400           | 3.88           | 1,698              |
| Housekeeping                          | 36,454                | 9.84             | 35,223           | 9.49           | (1,231)            |
| Plant and Maintenance                 | 12,086                | 3.26             | 11,798           | 3.18           | (288)              |
| Human Resources and Employee Benefits | 145,569               | 39.29            | 157,462          | 42.43          | 11,894             |
| General and Administrative            | <u>138,821</u>        | <u>37.47</u>     | <u>133,860</u>   | <u>36.07</u>   | <u>(4,961)</u>     |
| Total Operating Expenses              | \$ 841,994            | \$ 227.26        | \$ 830,037       | \$ 223.67      | \$ (11,957)        |
| Total Non Operating Income            | 98,859                | 26.68            | 98,859           | 26.64          | -                  |
| Total Non Operating Expense           | <u>40,586</u>         | <u>10.95</u>     | <u>45,896</u>    | <u>12.37</u>   | <u>5,310</u>       |
| Net Income or (Loss)                  | <u>\$ (23,792)</u>    | <u>\$ (6.42)</u> | <u>\$ 11,837</u> | <u>\$ 3.19</u> | <u>\$ (35,629)</u> |

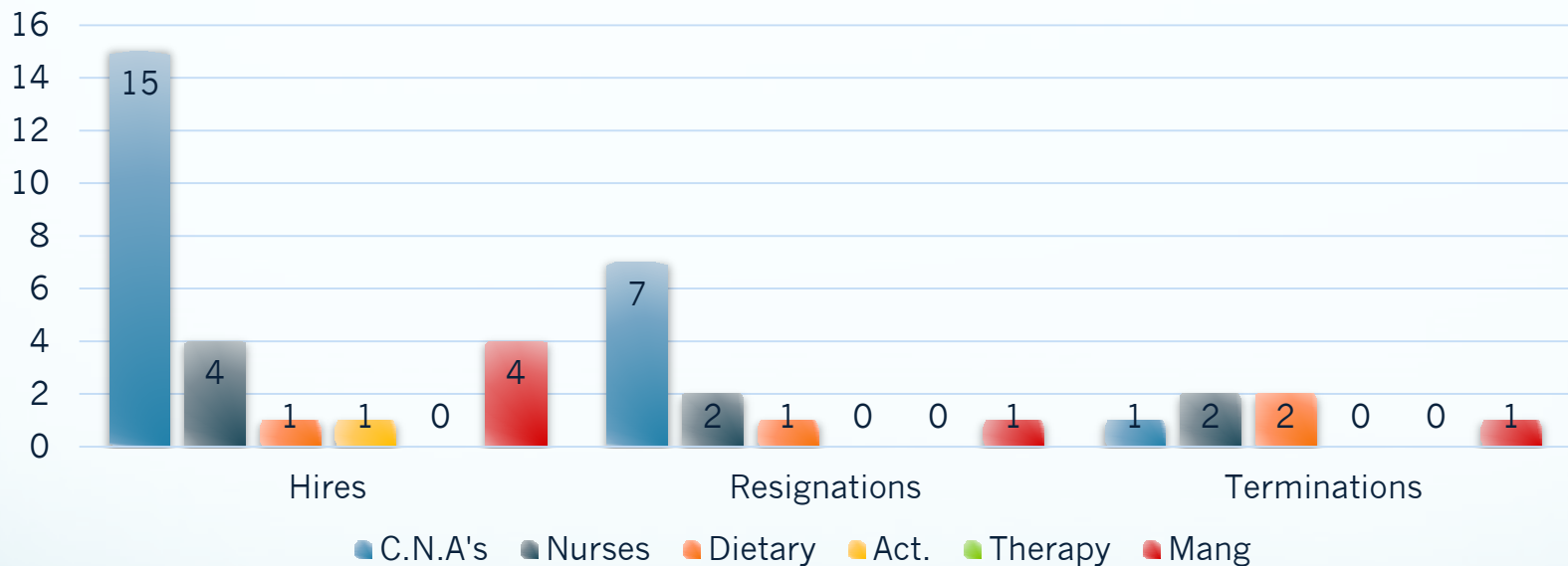
# Winchester House Census

|   |            |            |              |              |            |             |             |            |             |            |            |            |
|---|------------|------------|--------------|--------------|------------|-------------|-------------|------------|-------------|------------|------------|------------|
| Transitional Care of Lake County            |            |            |              |              |            |             |             |            |             |            |            |            |
| Average Census per Month-Trailing 12 months |            |            |              |              |            |             |             |            |             |            |            |            |
|   |            |            |              |              |            |             |             |            |             |            |            |            |
|   | 2018       | 2018       | 2018         | 2018         | 2018       | 2018        | 2018        | 2018       | 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       | 9.23         | 3.60         | 6.65       | 5.13        | 5.35        | 4.71       | 9.17        | 8.45       | 5.70       | 5.90       |
| Managed Care                                | 0.45       | 1.71       | 1.52         | 0.90         |            | 0.00        | 0.61        | 0.29       | 0.60        | 0.45       | 0.00       | 0.00       |
| Medicaid                                    | 22.90      | 23.54      | 24.97        | 22.33        | 30.52      | 21.93       | 24.84       | 35.16      | 17.33       | 15.87      | 19.47      | 21.94      |
| Medicaid Managed Care                       | 52.58      | 49.64      | 46.77        | 48.17        | 45.77      | 52.63       | 55.61       | 47.74      | 61.07       | 57.23      | 55.50      | 54.35      |
| Hospice                                     | 18.74      | 20.57      | 22.13        | 19.17        | 17.52      | 18.50       | 18.42       | 16.16      | 16.20       | 20.10      | 20.13      | 19.35      |
| Private Pay                                 | 18.23      | 14.75      | 16.13        | 22.07        | 19.13      | 21.13       | 14.42       | 14.55      | 17.13       | 20.52      | 19.20      | 17.06      |
| Medicare MMAI                               | .          | 0.39       | .            | .            | .          | .           | 0.26        | 0.00       | 1.00        | 1.26       | 0.07       | -0.03      |
| Other                                       | .          |            |              |              |            |             | .           | .          | .           | .          |            |            |
| Totals                                      | 118.71     | 120.36     | 120.74       | 116.23       | 119.58     | 119.33      | 119.52      | 118.61     | 122.50      | 123.87     | 120.07     | 118.58     |



# Crew Chief- Hires, Terms, Resignations

**July-Sept**



Trends Identified- Flex staff not meeting requirements

# Therapy Highlights

- Custom wheelchair program is on-going with third 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 Mount Mary OTR student completing affiliation in August 2018.
- PT's completed ACP training in hemiplegic gait and stroke recovery.
- Therapy director completed annual transfer training for CNA/RN staff
- Therapy director contributed to skills fair training of facility staff, focus of education was contracture mgt, safe transfers and dementia mgt.

# Activity Highlights

- 4<sup>th</sup> of July cook out party, Finished the BBQ's for 4<sup>th</sup> floor
- 828 musical ensemble performed
- Western themed party, guest speaker with the biography of Annie Oakley
- Vernon Hills dance team performed
- We had an apple pie social for Jewish New Year
- Oktoberfest celebration, Pizza party/ Cubs game viewing
- Puppy Love pet therapy, and Big Hearts Little hands intergenerational group
- Live entertainment included: Dick Paulson, Dave D. and Kitchen Klangers
- There were three outings to Walmart, Dollar Tree and Baker's Square.

Thank you!