

Martha & Mary

Balance Sheet
As of 12/31/2017

ROUGH DRAFT

	Current Month	Prior Month	Increase/ (Decrease)	Beginning Year Balance	YTD Change
Assets					
Current Assets					
Cash and cash equivalents					
Lutheran Services	1,065,730.85	1,031,403.76	34,327.09	964,692.05	101,038.80
Health Services	735,109.88	664,182.20	70,927.68	331,797.32	403,312.56
Children's Services	109,179.06	115,648.14	(6,469.08)	208,453.63	(99,274.57)
Ebenezer Services	135,878.13	124,734.40	11,143.73	95,017.12	40,861.01
Home and Community Services	86,866.08	74,302.04	12,564.04	5,486.06	81,380.02
Total Cash and cash equivalents	2,132,764.00	2,010,270.54	122,493.46	1,605,446.18	527,317.82
Accounts Receivable, less allowance for doubtful accounts					
Lutheran Services	60,811.19	51,123.34	9,687.85	56,568.27	4,242.92
Health Services	2,073,600.95	2,182,576.21	(108,975.26)	2,231,294.90	(157,693.95)
Children's Services	49,241.19	49,023.46	217.73	53,093.33	(3,852.14)
Home and Community Services	145,136.44	159,702.31	(14,565.87)	200,153.64	(55,017.20)
Total Accounts Receivable, less allowance for doubtful accounts	2,328,789.77	2,442,425.32	(113,635.55)	2,541,110.14	(212,320.37)
Accounts Receivable, collections					
Health Services	35,815.57	75,088.05	(39,272.48)	14,405.60	21,409.97
Total Accounts Receivable, collections	35,815.57	75,088.05	(39,272.48)	14,405.60	21,409.97
Other receivables					
Lutheran Services	8,247.19	1,894.20	6,352.99	0.00	8,247.19
Health Services	57,886.38	36,020.48	21,865.90	64,508.89	(6,622.51)
Children's Services	4,416.53	5,229.13	(812.60)	4,712.50	(295.97)
Home and Community Services	500.00	500.00	0.00	500.00	0.00
Total Other receivables	71,050.10	43,643.81	27,406.29	69,721.39	1,328.71
Prepaid Expense					
Lutheran Services	11,358.69	9,364.89	1,993.80	7,553.78	3,804.91
Health Services	127,959.54	125,017.66	2,941.88	153,732.22	(25,772.68)
Children's Services	25,230.32	22,708.62	2,521.70	17,386.15	7,844.17
Ebenezer Services	5,174.74	5,415.34	(240.60)	4,875.54	299.20
Home and Community Services	9,035.38	7,544.87	1,490.51	13,066.57	(4,031.19)
Total Prepaid Expense	178,758.67	170,051.38	8,707.29	196,614.26	(17,855.59)
Total Current Assets	4,747,178.11	4,741,479.10	5,699.01	4,427,297.57	319,880.54
Property and Equipment					
Lutheran Services	51,905.52	52,586.22	(680.70)	60,074.06	(8,168.54)
Health Services	6,723,629.51	6,791,812.37	(68,182.86)	7,067,338.72	(343,709.21)
Children's Services	1,773,682.93	1,783,094.87	(9,411.94)	1,858,625.69	(84,942.76)
Ebenezer Services	315,374.71	317,648.88	(2,274.17)	275,508.48	39,866.23
Home and Community Services	12,902.13	13,042.10	(139.97)	14,581.96	(1,679.83)
Total Property and Equipment	8,877,494.80	8,958,184.44	(80,689.64)	9,276,128.91	(398,634.11)
Other Assets					
Reserves and restricted deposits, net of current portion					
Health Services	814,537.14	794,901.65	19,635.49	806,400.75	8,136.39
Total Reserves and restricted deposits, net of current portion	814,537.14	794,901.65	19,635.49	806,400.75	8,136.39
Asset held in trust					
Health Services	952,422.16	921,720.42	30,701.74	890,930.35	61,491.81
Total Asset held in trust	952,422.16	921,720.42	30,701.74	890,930.35	61,491.81
Investments					
Lutheran Services	465,636.03	463,205.38	2,430.65	427,331.06	38,304.97
Health Services	160,587.54	155,186.30	5,401.24	155,186.30	5,401.24
Children's Services	408,121.31	405,978.14	2,143.17	377,262.52	30,858.79

Martha & Mary

Balance Sheet
As of 12/31/2017

ROUGH DRAFT

	Current Month	Prior Month	Increase/ (Decrease)	Beginning Year Balance	YTD Change
Ebenezer Services	675,816.50	672,267.11	3,549.39	624,715.65	51,100.85
Total Investments	1,710,161.38	1,696,636.93	13,524.45	1,584,495.53	125,665.85
Loan and tax credit fees, net					
Health Services	40,537.03	40,657.67	(120.64)	41,984.71	(1,447.68)
Children's Services	16,254.11	16,377.24	(123.13)	17,731.67	(1,477.56)
Total Loan and tax credit fees, net	56,791.14	57,034.91	(243.77)	59,716.38	(2,925.24)
Goodwill					
Home and Community Services	797,066.68	797,066.68	0.00	797,066.68	0.00
Total Goodwill	797,066.68	797,066.68	0.00	797,066.68	0.00
Loan Receivable					
Lutheran Services	46,460.88	46,460.88	0.00	47,644.95	(1,184.07)
Total Loan Receivable	46,460.88	46,460.88	0.00	47,644.95	(1,184.07)
Resident funds held in trust					
Health Services	15,958.37	14,958.12	1,000.25	7,040.13	8,918.24
Total Resident funds held in trust	15,958.37	14,958.12	1,000.25	7,040.13	8,918.24
Total Other Assets	4,393,397.75	4,328,779.59	64,618.16	4,193,294.77	200,102.98
Total Assets	18,018,070.66	18,028,443.13	(10,372.47)	17,896,721.25	121,349.41
Liabilities					
Current Liabilities					
Accounts Payable					
Lutheran Services	13,791.16	9,418.78	4,372.38	13,731.55	59.61
Health Services	394,455.71	480,889.81	(86,434.10)	358,503.00	35,952.71
Children's Services	20,149.20	21,487.32	(1,338.12)	31,197.62	(11,048.42)
Ebenezer Services	3,072.99	1,105.76	1,967.23	1,379.29	1,693.70
Home and Community Services	897.87	2,588.17	(1,690.30)	3,596.95	(2,699.08)
Total Accounts Payable	432,366.93	515,489.84	(83,122.91)	408,408.41	23,958.52
Accrued payroll and related liabilities					
Lutheran Services	190,524.75	169,691.97	20,832.78	108,751.76	81,772.99
Health Services	997,328.25	864,457.16	132,871.09	859,158.94	138,169.31
Children's Services	133,428.24	133,876.71	(448.47)	128,004.54	5,423.70
Ebenezer Services	(67.06)	6.27	(73.33)	783.49	(850.55)
Home and Community Services	67,320.12	61,342.61	5,977.51	75,265.54	(7,945.42)
Total Accrued payroll and related liabilities	1,388,534.30	1,229,374.72	159,159.58	1,171,964.27	216,570.03
Other current liabilities					
Lutheran Services	1,499.69	1,450.86	48.83	1,368.14	131.55
Health Services	1,480.58	1,620.11	(139.53)	3,765.39	(2,284.81)
Children's Services	1,673.06	105.54	1,567.52	2,275.22	(602.16)
Ebenezer Services	10,053.86	10,012.54	41.32	11,241.65	(1,187.79)
Home and Community Services	36,875.20	36,832.75	42.45	34,404.96	2,470.24
Total Other current liabilities	51,582.39	50,021.80	1,560.59	53,055.36	(1,472.97)
Interest Payable					
Health Services	41,287.75	41,287.75	0.00	41,287.75	0.00
Children's Services	2,216.08	2,216.08	0.00	2,216.08	0.00
Total Interest Payable	43,503.83	43,503.83	0.00	43,503.83	0.00
Intercompany payable					
Lutheran Services	(1,497,078.96)	(1,501,771.72)	4,692.76	(1,290,316.76)	(206,762.20)
Health Services	1,043,840.94	1,056,928.68	(13,087.74)	840,296.86	203,544.08
Children's Services	2,931.22	0.00	2,931.22	25,474.96	(22,543.74)
Ebenezer Services	908.02	0.00	908.02	5,545.75	(4,637.73)
Home and Community Services	449,398.78	444,843.04	4,555.74	418,999.19	30,399.59
Total Intercompany payable	0.00	0.00	0.00	0.00	0.00
Current portion of long-term debt					
Health Services	273,914.03	273,914.03	0.00	273,914.03	0.00

Martha & Mary

Balance Sheet

As of 12/31/2017

ROUGH DRAFT

	Current Month	Prior Month	Increase/ (Decrease)	Beginning Year Balance	YTD Change
Children's Services	77,965.88	77,965.88	0.00	77,965.88	0.00
Total Current portion of long-term debt	351,879.91	351,879.91	0.00	351,879.91	0.00
Total Current Liabilities	2,267,867.36	2,190,270.10	77,597.26	2,028,811.78	239,055.58
Deferred revenue					
Children's Services	17,141.09	1,966.71	15,174.38	18,574.71	(1,433.62)
Total Deferred revenue	17,141.09	1,966.71	15,174.38	18,574.71	(1,433.62)
Resident funds held in trust					
Health Services	15,958.37	14,958.12	1,000.25	7,135.87	8,822.50
Total Resident funds held in trust	15,958.37	14,958.12	1,000.25	7,135.87	8,822.50
Long Term Debt, net of current portion					
Health Services	13,144,218.77	13,167,417.65	(23,198.88)	13,418,133.23	(273,914.46)
Children's Services	689,842.71	696,453.12	(6,610.41)	767,808.59	(77,965.88)
Total Long Term Debt, net of current portion	13,834,061.48	13,863,870.77	(29,809.29)	14,185,941.82	(351,880.34)
Total Liabilities	16,135,028.30	16,071,065.70	63,962.60	16,240,464.18	(105,435.88)
Net Assets					
Net Assets					
Lutheran Services	3,001,413.71	2,977,248.78	24,164.93	2,730,329.48	271,084.23
Health Services	(4,174,440.33)	(4,099,352.18)	(75,088.15)	(4,037,575.18)	(136,865.15)
Children's Services	1,440,777.97	1,463,988.24	(23,210.27)	1,483,747.89	(42,969.92)
Ebenezer Services	1,118,276.27	1,108,941.16	9,335.11	981,166.61	137,109.66
Home and Community Services	497,014.74	506,551.43	(9,536.69)	498,588.27	(1,573.53)
Total Net Assets	1,883,042.36	1,957,377.43	(74,335.07)	1,656,257.07	226,785.29
Total Net Assets	1,883,042.36	1,957,377.43	(74,335.07)	1,656,257.07	226,785.29
Total Liabilities and Net Assets	18,018,070.66	18,028,443.13	(10,372.47)	17,896,721.25	121,349.41

Martha & Mary
Statement of Revenues and Expenditures (Consolidated)
From 12/1/2017 Through 12/31/2017

ROUGH DRAFT

	Current Period Actual	Current Period Budget - Operating Budget	Current Period Budget Variance - Operating Budget	Current Year Actual	YTD Budget - Operating Budget	YTD Budget Variance - Operating Budget	Prior Year Actual	Current Year Change	Current Year % Change
Operating and Support Revenue:									
Resident care, net	1,463,523.36	1,389,244.00	74,279.36	16,989,527.70	16,357,234.00	632,293.70	16,164,448.42	825,079.28	5.10
Home & Comm. Services	112,092.52	284,520.49	(172,427.97)	1,668,864.89	2,930,013.99	(1,261,149.10)	2,020,906.14	(352,041.25)	(17.42)
Children's services	223,727.37	242,164.12	(18,436.75)	3,109,630.84	3,100,406.79	9,224.05	3,031,462.69	78,168.15	2.58
Management Services	117,769.39	111,306.00	6,463.39	1,388,277.16	1,348,665.00	39,612.16	1,346,030.72	42,246.44	3.14
Other services and fees	11,497.94	12,355.00	(857.06)	417,238.35	289,484.00	127,754.35	565,044.85	(147,806.50)	(26.16)
Rental income	26,120.15	24,920.00	1,200.15	304,031.75	299,040.00	4,991.75	304,858.44	(826.69)	(0.27)
Beauty and gift shops	8,454.64	10,000.00	(1,545.36)	106,436.37	120,000.00	(13,563.63)	117,278.00	(10,841.63)	(9.24)
Contributions	53,518.79	5,000.00	48,518.79	199,709.03	60,000.00	139,709.03	161,152.45	38,556.58	23.93
Grants	325.62	0.00	325.62	16,933.62	15,000.00	1,933.62	87,018.79	(70,085.17)	(80.54)
Investment Earnings	13,525.33	2,000.00	11,525.33	136,826.92	24,000.00	112,826.92	71,134.79	65,692.13	92.35
Interest income	456.30	510.10	(53.80)	4,740.01	6,121.20	(1,381.19)	6,056.73	(1,316.72)	(21.74)
NAC training	6,226.15	1,500.00	4,726.15	23,563.57	18,000.00	5,563.57	24,793.28	(1,229.71)	(4.96)
Total Operating and Support Revenue:	2,037,237.56	2,083,519.71	(46,282.15)	24,365,780.21	24,567,964.98	(202,184.77)	23,900,185.30	465,594.91	1.95
Operating Expenses:									
Salaries and wages	1,085,082.43	1,155,867.15	70,784.72	13,485,651.83	13,822,095.64	336,443.81	13,867,520.20	(381,868.37)	(2.75)
Benefits and payroll taxes	357,669.12	320,415.42	(37,253.70)	3,513,560.19	3,507,611.28	(5,948.91)	3,344,822.14	168,738.05	5.04
Supplies and food	169,762.15	161,358.01	(8,404.14)	1,963,463.11	1,864,379.62	(99,083.49)	1,957,101.80	6,361.31	0.33
Depreciation and amortization	70,578.24	72,069.46	1,491.22	952,256.63	918,533.52	(33,723.11)	890,084.03	62,172.60	6.99
Interest expense	50,260.71	52,282.00	2,021.29	627,282.91	629,827.00	2,544.09	640,481.23	(13,198.32)	(2.06)
Purchased services	174,375.50	174,962.37	586.87	2,251,304.56	2,222,316.74	(28,987.82)	2,315,558.14	(64,253.58)	(2.77)
Utilities	50,379.83	41,212.00	(9,167.83)	478,119.71	495,814.00	17,694.29	487,998.24	(9,878.53)	(2.02)
Bad debt expense	66,797.52	7,766.66	(59,030.86)	191,873.51	92,569.92	(99,303.59)	357,841.68	(165,968.17)	(46.38)
Insurance	18,843.03	17,917.88	(925.15)	206,248.70	214,751.48	8,502.78	204,447.41	1,801.29	0.88
Repairs and maintenance	12,222.64	11,383.00	(839.64)	147,993.22	138,936.00	(9,057.22)	127,753.52	20,239.70	15.84
Licenses	7,244.60	8,779.00	1,534.40	90,485.38	87,054.00	(3,431.38)	87,044.32	3,441.06	3.95
Advertising	1,189.93	3,628.67	2,438.74	34,055.20	46,500.04	12,444.84	82,639.65	(48,584.45)	(58.79)
Business taxes (includes SNA)	9,831.36	12,987.81	3,156.45	109,351.63	132,120.97	22,769.34	116,574.53	(7,222.90)	(6.20)
Travel and education	7,035.67	7,341.19	305.52	50,535.86	105,321.84	54,785.98	109,786.38	(59,250.52)	(53.97)
Dues and subscriptions	3,050.19	1,967.50	(1,082.69)	28,506.56	24,890.00	(3,616.56)	35,587.69	(7,081.13)	(19.90)
Miscellaneous	3,545.41	5,370.67	1,825.26	100,768.38	125,728.04	24,959.66	149,585.20	(48,816.82)	(32.63)
Total Operating Expenses:	2,087,868.33	2,055,308.79	(32,559.54)	24,231,457.38	24,428,450.09	196,992.71	24,774,826.16	(543,368.78)	(2.19)
Inc (Loss) From Operations	(50,630.77)	28,210.92	(78,841.69)	134,322.83	139,514.89	(5,192.06)	(874,640.86)	1,008,963.69	(115.36)
Non-Operating Revenue (Expenses):									
Gain (Loss) on disposal of assets	(52,342.25)	0.00	(52,342.25)	(51,642.25)	0.00	(51,642.25)	0.00	(51,642.25)	(100.00)
Misc non-operating revenue (expense)	0.00	0.00	0.00	118.60	0.00	118.60	0.00	118.60	100.00
Grants received for capital purchases	23,620.00	0.00	23,620.00	23,620.00	240,000.00	(216,380.00)	129,823.00	(106,203.00)	(81.81)

Martha & Mary

Statement of Revenues and Expenditures (Consolidated)
From 12/1/2017 Through 12/31/2017

ROUGH DRAFT

	Current Period Actual	Current Period Budget - Operating Budget	Current Year Actual	YTD Budget - Operating Budget	YTD Budget Variance - Operating Budget	Prior Year Actual	Current Year Change	Current Year % Change
Change in Trust								
Total Non-Operating Revenue (Expenses):	0.00	0.00	0.00	0.00	0.00	33,426.47	(33,426.47)	(100.00)
	(28,722.25)	0.00	(27,903.65)	240,000.00	(267,903.65)	163,249.47	(191,153.12)	(117.09)
Inc (Loss) Before Mgmt Fee M&M Mgmt Fee Rev(Exp)	(79,353.02)	28,210.92	106,419.18	379,514.89	(273,095.71)	(711,391.39)	817,810.57	(114.96)
Management fee revenue	81,208.80	86,896.06	975,646.51	1,046,293.44	(70,646.93)	1,001,884.22	(26,237.71)	(2.62)
Management fee expense	(81,208.80)	(88,530.87)	(975,646.51)	(1,046,293.53)	70,647.02	(1,001,884.22)	26,237.71	(2.62)
Total M&M Mgmt Fee Rev(Exp)	0.00	(1,634.81)	0.00	(0.09)	0.09	0.00	0.00	0.00
Change in Net Assets	(79,353.02)	26,576.11	106,419.18	379,514.80	(273,095.62)	(711,391.39)	817,810.57	(114.96)

Martha & Mary
Statement of Cash Flows
As of 12/31/2017

ROUGH DRAFT

	Current Month	Year to Date
Cash Flows from Operating Activities		
Change in net assets	(79,353.02)	106,419.18
Depreciation Expense	(2,812,998.14)	(1,960,397.58)
Amortization of Financing Costs	243.77	2,925.24
(Increase)/Decrease in Accounts Receivable	125,501.74	190,765.76
(Increase)/Decrease in Prepaid Expenses	(8,707.29)	17,855.59
Increase/(Decrease) in Accounts Payable	93,771.89	246,444.46
Total Cash Flows from Operating Activities	<u>(2,681,541.05)</u>	<u>(1,395,987.35)</u>
Cash Flows from Investing Activities		
Net (Increase)/Decrease in Reserves	(50,337.23)	(69,628.20)
Net (Increase)/Decrease in Property and Equipment	2,893,687.78	2,359,031.69
Other Investing Activities	(13,524.45)	(125,665.85)
Total Cash Flows from Investing Activities	<u>2,829,826.10</u>	<u>2,163,737.64</u>
Cash Flows from Financing Activities		
Principal payments on Debt	(29,809.29)	(351,880.34)
Transfers from Related Corporation	5,017.95	120,366.11
Total Cash Flows from Financing Activities	<u>(24,791.34)</u>	<u>(231,514.23)</u>
Net Change in Cash	<u>123,493.71</u>	<u>536,236.06</u>
Beginning Cash	2,025,228.66	1,612,486.31
Ending Cash	<u><u>2,148,722.37</u></u>	<u><u>2,148,722.37</u></u>

Martha & Mary

Statement of Revenues and Expenditures

Lutheran Services

From 12/1/2017 Through 12/31/2017

ROUGH DRAFT

	Current Period Actual	Current Period Budget - Operating Budget	Current Period Budget Variance - Operating Budget	Current Year Actual	YTD Budget - Operating Budget	YTD Budget Variance - Operating Budget	Prior Year Actual	Current Year Change	Current Year % Change
Operating and Support Revenue:									
Management Services									
Management Fee - Village Green	0.00	0.00	0.00	19,564.75	12,993.00	6,571.75	19,564.75	0.00	0.00
Other	117,769.39	111,306.00	6,463.39	1,368,712.41	1,335,672.00	33,040.41	1,326,465.97	42,246.44	3.18
Total Management Services	117,769.39	111,306.00	6,463.39	1,388,277.16	1,348,665.00	39,612.16	1,346,030.72	42,246.44	3.14
Other services and fees	0.00	0.00	0.00	68,254.19	140,000.00	(71,745.81)	161,145.84	(92,891.65)	(57.64)
Contributions	2,675.00	5,000.00	(2,325.00)	18,852.90	60,000.00	(41,147.10)	57,945.32	(39,092.42)	(67.46)
Grants	0.00	0.00	0.00	0.00	10,000.00	(10,000.00)	0.00	0.00	0.00
Investment Earnings	2,431.53	2,000.00	431.53	39,504.79	24,000.00	15,504.79	18,970.08	20,534.71	108.25
Interest income	9.16	60.00	(50.84)	452.82	720.00	(267.18)	949.66	(496.84)	(52.32)
Total Operating and Support Revenue:	122,885.08	118,366.00	4,519.08	1,515,341.86	1,583,385.00	(68,043.14)	1,585,041.62	(69,699.76)	(4.40)
Operating Expenses:									
Salaries and wages	136,724.32	114,278.21	(22,446.11)	1,553,581.91	1,397,294.73	(156,287.18)	1,409,380.02	144,201.89	10.23
Benefits and payroll taxes	37,370.75	37,598.75	228.00	386,020.94	414,253.03	28,232.09	321,200.17	64,820.77	20.18
Supplies and food	1,048.91	897.50	(151.41)	19,426.84	20,373.00	946.16	14,538.19	4,888.65	33.63
Depreciation and amortization	680.70	680.71	0.01	8,168.54	8,168.52	(0.02)	8,081.65	86.89	1.08
Interest expense	6,681.20	7,000.00	318.80	93,655.23	84,000.00	(9,655.23)	85,972.76	7,682.47	8.94
Purchased services	6,339.59	7,115.32	775.73	104,139.66	134,779.84	30,640.18	373,034.35	(268,894.69)	(72.08)
Utilities	125.84	380.00	254.16	1,086.36	4,560.00	3,473.64	3,265.17	(2,178.81)	(66.73)
Insurance	472.56	370.00	(102.56)	5,038.66	4,440.00	(598.66)	17,082.87	(12,044.21)	(70.50)
Repairs and maintenance	0.00	0.00	0.00	0.00	0.00	0.00	137.05	(137.05)	(100.00)
Licenses	75.00	75.00	0.00	250.75	275.00	24.25	125.00	125.75	100.60
Advertising	1,189.93	3,212.00	2,022.07	34,055.20	41,500.00	7,444.80	77,676.60	(43,621.40)	(56.16)
Business taxes (includes SNA)	1,404.06	1,400.00	(4.06)	16,912.17	16,800.00	(112.17)	16,813.75	98.42	0.59
Travel and education	111.59	1,516.04	1,404.45	1,610.76	19,122.04	17,511.28	21,698.25	(20,087.49)	(92.58)
Dues and subscriptions	0.00	350.00	350.00	2,885.00	5,280.00	2,395.00	2,081.45	803.55	38.61
Miscellaneous	166.25	555.00	388.75	48,446.42	64,660.00	16,213.58	95,426.55	(46,980.13)	(49.23)
Total Operating Expenses:	192,390.70	175,428.53	(16,962.17)	2,275,278.44	2,215,506.16	(59,772.28)	2,446,513.83	(171,235.39)	(7.00)
Inc (Loss) From Operations	(69,505.62)	(57,062.53)	(12,443.09)	(759,936.58)	(632,121.16)	(127,815.42)	(861,472.21)	101,535.63	(11.79)
Inc (Loss) Before Mgmt Fee	(69,505.62)	(57,062.53)	(12,443.09)	(759,936.58)	(632,121.16)	(127,815.42)	(861,472.21)	101,535.63	(11.79)
M&M Mgmt Fee Rev(Exp)									
Management fee revenue	81,208.80	86,896.06	(5,687.26)	975,646.51	1,046,293.44	(70,646.93)	1,001,884.22	(26,237.71)	(2.62)
Total M&M Mgmt Fee Rev(Exp)	81,208.80	86,896.06	(5,687.26)	975,646.51	1,046,293.44	(70,646.93)	1,001,884.22	(26,237.71)	(2.62)
Change in Net Assets	11,703.18	29,833.53	(18,130.35)	215,709.93	414,172.28	(198,462.35)	140,412.01	75,297.92	53.63

Martha & Mary

Statement of Revenues and Expenditures Health Services

From 12/1/2017 Through 12/31/2017

ROUGH DRAFT

	Current Period Actual	Current Period Budget - Operating Budget	Current Period Budget Variance - Operating Budget	Current Year Actual	YTD Budget - Operating Budget	YTD Budget Variance - Operating Budget	Prior Year Actual	Current Year Change	Current Year % Change
Operating and Support Revenue:									
Resident care, net									
Private Resident Revenue	213,554.39	361,606.00	(148,051.61)	2,636,330.18	4,257,618.00	(1,621,287.82)	2,512,903.68	123,426.50	4.91
Third Party Insurance	0.00	28,123.00	(28,123.00)	0.00	331,127.00	(331,127.00)	168,871.19	(168,871.19)	(100.00)
Medicare A	364,144.01	276,601.00	87,543.01	3,814,685.64	3,256,756.00	557,929.64	3,506,355.08	308,330.56	8.79
Medicare Advantage	24,369.40	0.00	24,369.40	191,342.82	0.00	191,342.82	699,949.50	(508,606.68)	(72.66)
Managed Care/Insurance	22,054.07	31,000.00	(8,945.93)	374,047.11	365,000.00	9,047.11	5,350.81	368,696.30	6,890.48
Medicaid Pending	(3,080.11)	10,540.00	(13,620.11)	(105,170.86)	124,100.00	(229,270.86)	148,519.06	(253,689.92)	(170.81)
Medicare B	8,790.96	0.00	8,790.96	156,112.86	0.00	156,112.86	177,048.05	(20,935.19)	(11.82)
Medicaid Revenue	795,061.32	674,379.00	120,682.32	9,384,389.61	7,940,274.00	1,444,115.61	8,442,809.37	941,580.24	11.15
Hospice Revenue	47,487.57	6,995.00	40,492.57	536,692.99	82,359.00	454,333.99	693,873.51	(157,180.52)	(22.65)
Other Rev/Discounts or credits	(4,148.76)	0.00	(4,148.76)	93,800.64	0.00	93,800.64	(19,606.58)	113,407.22	(578.41)
Total Resident care, net	1,468,232.85	1,389,244.00	78,988.85	17,082,230.99	16,357,234.00	724,996.99	16,336,073.67	746,157.32	4.57
Prior Year Rev/Adj	(4,709.49)	0.00	(4,709.49)	(92,703.29)	0.00	(92,703.29)	(171,625.25)	78,921.96	(45.99)
Other services and fees	2,795.20	4,552.00	(1,756.80)	210,731.87	54,624.00	156,107.87	244,323.48	(33,591.61)	(13.75)
Rental income	0.00	0.00	0.00	1,680.00	0.00	1,680.00	0.00	1,680.00	100.00
Beauty and gift shops	8,454.64	10,000.00	(1,545.36)	106,436.37	120,000.00	(13,563.63)	117,278.00	(10,841.63)	(9.24)
Contributions	50,843.79	0.00	50,843.79	175,461.87	0.00	175,461.87	101,405.00	74,056.87	73.03
Grants	0.00	0.00	0.00	0.00	0.00	0.00	81,508.43	(81,508.43)	(100.00)
Investment Earnings	5,401.24	0.00	5,401.24	6,622.76	0.00	6,622.76	5,247.85	1,374.91	26.20
Interest income	446.24	450.00	(3.76)	4,209.97	5,400.00	(1,190.03)	5,090.36	(880.39)	(17.30)
NAC training	6,226.15	1,500.00	4,726.15	23,563.57	18,000.00	5,563.57	24,793.28	(1,229.71)	(4.96)
Total Operating and Support Revenue:	1,537,690.62	1,405,746.00	131,944.62	17,518,234.11	16,555,258.00	962,976.11	16,744,094.82	774,139.29	4.62
Operating Expenses:									
Salaries and wages	717,106.27	696,481.33	(20,624.94)	8,630,772.42	8,404,683.20	(226,089.22)	8,875,166.10	(244,393.68)	(2.75)
Benefits and payroll taxes	245,232.99	203,706.53	(41,526.46)	2,325,471.08	2,253,107.76	(72,363.32)	2,218,578.34	106,892.74	4.82
Supplies and food	151,812.52	143,141.50	(8,671.02)	1,707,026.41	1,634,328.50	(72,697.91)	1,720,767.43	(13,741.02)	(0.80)
Depreciation and amortization	55,906.50	57,593.00	1,686.50	772,906.82	740,831.00	(32,075.82)	716,303.96	56,602.86	7.90
Interest expense	39,546.38	40,355.00	808.62	482,859.11	485,910.00	3,050.89	492,971.46	(10,112.35)	(2.05)
Purchased services	158,100.26	156,506.14	(1,594.12)	2,017,279.03	1,942,845.98	(74,433.05)	1,795,318.66	221,960.37	12.36
Utilities	39,286.74	30,850.00	(8,436.74)	353,705.50	370,200.00	16,494.50	353,174.95	530.55	0.15
Bad debt expense	66,141.99	5,533.33	(60,608.66)	188,083.61	66,399.96	(121,683.65)	220,817.16	(32,733.55)	(14.82)
Insurance	13,144.84	14,342.88	1,198.04	150,339.32	171,950.56	21,611.24	149,433.00	906.32	0.61
Repairs and maintenance	9,342.58	9,400.00	57.42	120,040.00	114,000.00	(6,040.00)	102,223.56	17,816.44	17.43
Licenses	6,236.05	6,104.00	(132.05)	80,173.77	73,693.00	(6,480.77)	74,754.04	5,419.73	7.25
Business taxes (includes SNA)	5,117.27	5,250.00	132.73	59,661.80	62,700.00	3,038.20	61,220.66	(1,558.86)	(2.55)
Travel and education	5,251.21	1,839.32	(3,411.89)	24,266.87	38,369.84	14,102.97	49,146.58	(24,879.71)	(50.62)

Martha & Mary

Statement of Revenues and Expenditures

Health Services

From 12/1/2017 Through 12/31/2017

ROUGH DRAFT

	Current Period Actual	Current Period Budget - Operating Budget	Current Period Budget Variance - Operating Budget	Current Year Actual	YTD Budget - Operating Budget	YTD Budget Variance - Operating Budget	Prior Year Actual	Current Year Change	Current Year % Change
Dues and subscriptions	2,011.44	1,346.67	(664.77)	22,083.49	16,335.04	(5,748.45)	27,205.76	(5,122.27)	(18.83)
Miscellaneous	0.00	0.00	0.00	15,735.00	0.00	(15,735.00)	39.03	15,695.97	40,215.14
Total Operating Expenses:	1,514,237.04	1,372,449.70	(141,787.34)	16,950,404.23	16,375,354.84	(575,049.39)	16,857,120.69	93,283.54	0.55
Inc (Loss) From Operations	23,453.58	33,296.30	(9,842.72)	567,829.88	179,903.16	387,926.72	(113,025.87)	680,855.75	(602.39)
Non-Operating Revenue (Expenses):									
Gain (Loss) on disposal of assets	(50,061.38)	0.00	(50,061.38)	(49,361.38)	0.00	(49,361.38)	0.00	(49,361.38)	(100.00)
Misc non-operating revenue (expense)	0.00	0.00	0.00	118.60	0.00	118.60	0.00	118.60	100.00
Grants received for capital purchases	23,620.00	0.00	23,620.00	23,620.00	240,000.00	(216,380.00)	129,823.00	(106,203.00)	(81.81)
Change in Trust	0.00	0.00	0.00	0.00	0.00	0.00	33,426.47	(33,426.47)	(100.00)
Total Non-Operating Revenue (Expenses):	(26,441.38)	0.00	(26,441.38)	(25,622.78)	240,000.00	(265,622.78)	163,249.47	(188,872.25)	(115.70)
Inc (Loss) Before Mgmt Fee	(2,987.80)	33,296.30	(36,284.10)	542,207.10	419,903.16	122,303.94	50,223.60	491,983.50	979.59
M&M Mgmt Fee Rev(Exp)									
Management fee expense	(64,656.55)	(63,258.57)	(1,397.98)	(744,064.06)	(755,786.63)	11,722.57	(750,525.29)	6,461.23	(0.86)
Total M&M Mgmt Fee Rev(Exp)	(64,656.55)	(63,258.57)	(1,397.98)	(744,064.06)	(755,786.63)	11,722.57	(750,525.29)	6,461.23	(0.86)
Change in Net Assets	(67,644.35)	(29,962.27)	(37,682.08)	(201,856.96)	(335,883.47)	134,026.51	(700,301.69)	498,444.73	(71.18)

ROUGH DRAFT

Inc (Loss) From Operations
Non-Operating Revenue (Expenses):

Martha & Mary
Statement of Revenues and Expenditures
Children's Services
From 12/1/2017 Through 12/31/2017

ROUGH DRAFT

	Current Period Actual	Current Period Budget - Operating Budget	Current Period Budget Variance - Operating Budget	Current Year Actual	YTD Budget - Operating Budget	YTD Budget Variance - Operating Budget	Prior Year Actual	Current Year Change	Current Year % Change
Gain (Loss) on disposal of assets	(1,671.61)	0.00	(1,671.61)	(1,671.61)	0.00	(1,671.61)	0.00	(1,671.61)	(100.00)
Total Non-Operating Revenue (Expenses):	(1,671.61)	0.00	(1,671.61)	(1,671.61)	0.00	(1,671.61)	0.00	(1,671.61)	(100.00)
Inc (Loss) Before Mgmt Fee M&M Mgmt Fee Rev(Exp)	(12,808.98)	(15,480.78)	2,671.80	99,264.68	34,543.56	64,721.12	69,975.58	29,289.10	41.86
Management fee expense	(10,401.29)	(11,479.42)	1,078.13	(142,234.60)	(146,735.51)	4,500.91	(146,429.78)	4,195.18	(2.86)
Total M&M Mgmt Fee Rev(Exp)	(10,401.29)	(11,479.42)	1,078.13	(142,234.60)	(146,735.51)	4,500.91	(146,429.78)	4,195.18	(2.86)
Change in Net Assets	(23,210.27)	(26,960.20)	3,749.93	(42,969.92)	(112,191.95)	69,222.03	(76,454.20)	33,484.28	(43.80)

Martha & Mary
Statement of Revenues and Expenditures
Ebenezer Services

From 12/1/2017 Through 12/31/2017

ROUGH DRAFT DRAFT

	Current Period Actual	Current Period Budget - Operating Budget	Current Period Budget Variance - Operating Budget	Current Year Actual	YTD Budget - Operating Budget	YTD Budget Variance - Operating Budget	Prior Year Actual	Current Year Change	Current Year % Change
Operating and Support Revenue:									
Other services and fees	626.00	523.00	103.00	6,259.42	6,276.00	(16.58)	6,489.58	(230.16)	(3.55)
Rental income	20,350.00	19,266.00	1,084.00	234,155.30	231,192.00	2,963.30	237,688.44	(3,533.14)	(1.49)
Investment Earnings	3,549.39	0.00	3,549.39	57,280.41	0.00	57,280.41	29,223.93	28,056.48	96.01
Interest income	0.01	0.10	(0.09)	0.15	1.20	(1.05)	0.15	0.00	0.00
Total Operating and Support Revenue:	24,525.40	19,789.10	4,736.30	297,695.28	237,469.20	60,226.08	273,402.10	24,293.18	8.89
Operating Expenses:									
Salaries and wages	2,726.48	2,562.78	(163.70)	34,599.02	30,531.60	(4,067.42)	25,820.08	8,778.94	34.00
Benefits and payroll taxes	558.94	360.09	(198.85)	6,101.01	4,184.04	(1,916.97)	4,958.84	1,142.17	23.03
Supplies and food	104.58	160.00	55.42	2,068.36	1,920.00	(148.36)	6,773.14	(4,704.78)	(69.46)
Depreciation and amortization	1,664.91	1,408.59	(256.32)	17,708.05	16,917.08	(790.97)	10,233.78	7,474.27	73.04
Interest expense	44.66	75.00	30.34	639.54	900.00	260.46	842.07	(202.53)	(24.05)
Purchased services	660.19	1,179.00	518.81	15,893.53	16,848.00	954.47	16,044.03	(150.50)	(0.94)
Utilities	4,521.13	3,393.00	(1,128.13)	47,701.79	44,466.00	(3,235.79)	47,525.26	176.53	0.37
Insurance	985.34	1,035.00	49.66	11,143.80	12,420.00	1,276.20	12,184.10	(1,040.30)	(8.54)
Repairs and maintenance	2,015.63	655.00	(1,360.63)	10,136.95	7,860.00	(2,276.95)	11,407.11	(1,270.16)	(11.13)
Licenses	154.20	40.00	(114.20)	394.68	382.00	(12.68)	61.00	333.68	547.02
Business taxes (includes SNA)	41.32	70.00	28.68	193.34	280.00	86.66	206.00	(12.66)	(6.15)
Total Operating Expenses:	13,477.38	10,938.46	(2,538.92)	146,580.07	136,708.72	(9,871.35)	136,055.41	10,524.66	7.74
Inc (Loss) From Operations	11,048.02	8,850.64	2,197.38	151,115.21	100,760.48	50,354.73	137,346.69	13,768.52	10.02
Non-Operating Revenue (Expenses):									
Gain (Loss) on disposal of assets	(609.26)	0.00	(609.26)	(609.26)	0.00	(609.26)	0.00	(609.26)	(100.00)
Total Non-Operating Revenue (Expenses):	(609.26)	0.00	(609.26)	(609.26)	0.00	(609.26)	0.00	(609.26)	(100.00)
Inc (Loss) Before Mgmt Fee	10,438.76	8,850.64	1,588.12	150,505.95	100,760.48	49,745.47	137,346.69	13,159.26	9.58
M&M Mgmt Fee Rev(Exp)	(1,103.65)	(989.46)	(114.19)	(13,396.29)	(11,873.52)	(1,522.77)	(12,303.09)	(1,093.20)	8.89
Management fee expense	(1,103.65)	(989.46)	(114.19)	(13,396.29)	(11,873.52)	(1,522.77)	(12,303.09)	(1,093.20)	8.89
Total M&M Mgmt Fee Rev(Exp)									
Change in Net Assets	9,335.11	7,861.18	1,473.93	137,109.66	88,886.96	48,222.70	125,043.60	12,066.06	9.65

Martha & Mary

Statement of Revenues and Expenditures - Home Comm - Smt of Activity - At Home Consolidated Home and Community Services From 12/1/2017 Through 12/31/2017

ROUGH DRAFT

	Current Period Actual	Current Period Budget - Operating Budget	Current Period Budget Variance - Operating Budget	Current Year Actual	YTD Budget - Operating Budget	YTD Budget Variance - Operating Budget	Prior Year Actual	Current Year Change	Current Year % Change
Operating and Support Revenue:									
Home & Comm. Services	105,071.44	251,240.49	(146,169.05)	1,473,087.63	2,530,653.99	(1,057,566.36)	1,874,637.18	(401,549.55)	(21.42)
Geriatric Care	7,021.08	33,280.00	(26,258.92)	195,777.26	399,360.00	(203,582.74)	146,268.96	49,508.30	33.85
Other services and fees	69.90	0.00	69.90	18,887.44	1,050.00	17,837.44	28,135.09	(9,247.65)	(32.87)
Interest income	0.01	0.00	0.01	60.12	0.00	60.12	0.10	60.02	60,020.00
Total Operating and Support Revenue:	112,162.43	284,520.49	(172,358.06)	1,687,812.45	2,931,063.99	(1,243,251.54)	2,049,041.33	(361,228.88)	(17.63)
Operating Expenses:									
Salaries and wages	83,235.28	174,653.06	91,417.78	1,211,643.66	1,895,807.87	684,164.21	1,550,781.86	(339,138.20)	(21.87)
Benefits and payroll taxes	20,990.86	28,005.08	7,014.22	238,571.22	296,055.30	57,484.08	234,730.94	3,840.28	1.64
Supplies and food	624.36	825.01	200.65	5,395.18	9,900.12	4,504.94	7,749.56	(2,354.38)	(30.38)
Depreciation and amortization	139.97	96.00	(43.97)	1,679.83	1,152.00	(527.83)	1,064.17	615.66	57.85
Interest expense	1,954.22	2,700.00	745.78	21,920.41	32,400.00	10,479.59	31,132.91	(9,212.50)	(29.59)
Purchased services	3,656.02	4,084.91	428.89	43,868.25	56,093.92	12,225.67	56,863.45	(12,995.20)	(22.85)
Utilities	506.66	525.00	18.34	8,418.15	6,500.00	(1,918.15)	15,219.52	(6,801.37)	(44.69)
Bad debt expense	(289.02)	2,083.33	2,372.35	2,332.86	24,999.96	22,667.10	134,492.81	(132,159.95)	(98.27)
Insurance	556.30	465.00	(91.30)	6,313.04	5,544.00	(769.04)	5,654.06	658.98	11.65
Repairs and maintenance	108.11	230.00	121.89	3,881.11	2,760.00	(1,121.11)	2,840.15	1,040.96	36.65
Licenses	265.51	450.00	184.49	3,318.00	5,600.00	2,282.00	4,409.05	(1,091.05)	(24.75)
Advertising	0.00	416.67	416.67	0.00	5,000.04	5,000.04	4,963.05	(4,963.05)	(100.00)
Business taxes (includes SNA)	1,716.90	4,267.81	2,550.91	25,222.54	44,205.97	18,983.43	30,692.41	(5,469.87)	(17.82)
Travel and education	1,139.89	3,745.83	2,605.94	20,090.71	44,949.96	24,859.25	35,108.46	(15,017.75)	(42.78)
Dues and subscriptions	1,038.75	270.83	(767.92)	3,303.46	3,249.96	(53.50)	6,275.48	(2,972.02)	(47.36)
Miscellaneous	1,008.00	3,094.67	2,086.67	17,476.00	40,416.04	22,940.04	34,528.50	(17,052.50)	(49.39)
Total Operating Expenses:	116,651.81	225,913.20	109,261.39	1,613,434.42	2,474,635.14	861,200.72	2,156,506.38	(543,071.96)	(25.18)
Inc (Loss) From Operations	(4,489.38)	58,607.29	(63,096.67)	74,378.03	456,428.85	(382,050.82)	(107,465.05)	181,843.08	(169.21)
Inc (Loss) Before Mgmt Fee	(4,489.38)	58,607.29	(63,096.67)	74,378.03	456,428.85	(382,050.82)	(107,465.05)	181,843.08	(169.21)
M&M Mgmt Fee Rev(Exp)									
Management fee expense	(5,047.31)	(12,803.42)	7,756.11	(75,951.56)	(131,897.87)	55,946.31	(92,626.06)	16,674.50	(18.00)
Total M&M Mgmt Fee Rev(Exp)	(5,047.31)	(12,803.42)	7,756.11	(75,951.56)	(131,897.87)	55,946.31	(92,626.06)	16,674.50	(18.00)
Change in Net Assets	(9,536.69)	45,803.87	(55,340.56)	(1,573.53)	324,530.98	(326,104.51)	(200,091.11)	198,517.58	(99.21)