



# **Consolidated Financial Statements**

*January 31, 2018*

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**BOARD OF TRUSTEES SUMMARY**

# Martha & Mary

Balance Sheet  
As of 1/31/2018

	Current Month	Prior Month	Increase/ (Decrease)	Beginning Year Balance	YTD Change
<b>Assets</b>					
<b>Current Assets</b>					
Cash and cash equivalents					
Lutheran Services	1,100,420.81	1,065,730.85	34,689.96	964,692.05	135,728.76
Health Services	1,294,860.83	735,109.88	559,750.95	331,797.32	963,063.51
Children's Services	143,919.45	109,179.67	34,739.78	208,453.63	(64,534.18)
Ebenezer Services	142,208.89	135,878.13	6,330.76	95,017.12	47,191.77
Home and Community Services	89,538.03	86,866.08	2,671.95	5,486.06	84,051.97
Total Cash and cash equivalents	2,770,948.01	2,132,764.61	638,183.40	1,605,446.18	1,165,501.83
Accounts Receivable, less allowance for doubtful accounts					
Lutheran Services	66,964.60	60,811.19	6,153.41	56,568.27	10,396.33
Health Services	1,676,587.88	2,041,919.68	(365,331.80)	2,231,294.90	(554,707.02)
Children's Services	70,733.86	49,240.58	21,493.28	53,093.33	17,640.53
Home and Community Services	152,461.16	145,136.44	7,324.72	200,153.64	(47,692.48)
Total Accounts Receivable, less allowance for doubtful accounts	1,966,747.50	2,297,107.89	(330,360.39)	2,541,110.14	(574,362.64)
Accounts Receivable, collections					
Health Services	35,815.57	35,815.57	0.00	14,405.60	21,409.97
Total Accounts Receivable, collections	35,815.57	35,815.57	0.00	14,405.60	21,409.97
Other receivables					
Lutheran Services	1,342.17	8,131.19	(6,789.02)	0.00	1,342.17
Health Services	56,545.38	57,886.38	(1,341.00)	64,508.89	(7,963.51)
Children's Services	5,898.84	2,519.67	3,379.17	4,712.50	1,186.34
Home and Community Services	0.00	0.00	0.00	500.00	(500.00)
Total Other receivables	63,786.39	68,537.24	(4,750.85)	69,721.39	(5,935.00)
Prepaid Expense					
Lutheran Services	10,679.95	11,808.84	(1,128.89)	7,553.78	3,126.17
Health Services	173,876.28	130,723.49	43,152.79	153,732.22	20,144.06
Children's Services	25,450.51	26,148.63	(698.12)	17,386.15	8,064.36
Ebenezer Services	4,196.11	5,183.74	(987.63)	4,875.54	(679.43)
Home and Community Services	8,415.23	9,593.57	(1,178.34)	13,066.57	(4,651.34)
Total Prepaid Expense	222,618.08	183,458.27	39,159.81	196,614.26	26,003.82
Total Current Assets	5,059,915.55	4,717,683.58	342,231.97	4,427,297.57	632,617.98
<b>Property and Equipment</b>					
Lutheran Services	51,224.81	51,905.52	(680.71)	60,074.06	(8,849.25)
Health Services	6,687,947.42	6,723,629.51	(35,682.09)	7,067,338.72	(379,391.30)
Children's Services	1,762,868.57	1,773,682.93	(10,814.36)	1,858,625.69	(95,757.12)
Ebenezer Services	316,172.28	315,374.71	797.57	275,508.48	40,663.80
Home and Community Services	12,762.14	12,902.13	(139.99)	14,581.96	(1,819.82)
Total Property and Equipment	8,830,975.22	8,877,494.80	(46,519.58)	9,276,128.91	(445,153.69)
<b>Other Assets</b>					
Reserves and restricted deposits, net of current portion					
Health Services	767,816.04	814,537.14	(46,721.10)	806,400.75	(38,584.71)
Total Reserves and restricted deposits, net of current portion	767,816.04	814,537.14	(46,721.10)	806,400.75	(38,584.71)
Asset held in trust					
Health Services	952,422.16	952,422.16	0.00	890,930.35	61,491.81
Total Asset held in trust	952,422.16	952,422.16	0.00	890,930.35	61,491.81
<b>Investments</b>					
Lutheran Services	471,724.65	465,636.03	6,088.62	427,331.06	44,393.59
Health Services	0.00	160,587.54	(160,587.54)	155,186.30	(155,186.30)
Children's Services	413,433.65	408,121.31	5,312.34	377,262.52	36,171.13

# Martha & Mary

## Balance Sheet

As of 1/31/2018

	Current Month	Prior Month	Increase/ (Decrease)	Beginning Year Balance	YTD Change
Ebenezer Services	684,697.37	675,899.51	8,797.86	624,715.65	59,981.72
Total Investments	1,569,855.67	1,710,244.39	(140,388.72)	1,584,495.53	(14,639.86)
Loan and tax credit fees, net					
Health Services	40,537.03	40,537.03	0.00	41,984.71	(1,447.68)
Children's Services	16,254.11	16,254.11	0.00	17,731.67	(1,477.56)
Total Loan and tax credit fees, net	56,791.14	56,791.14	0.00	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	16,214.67	15,958.37	256.30	7,040.13	9,174.54
Total Resident funds held in trust	16,214.67	15,958.37	256.30	7,040.13	9,174.54
Total Other Assets	4,206,627.24	4,393,480.76	(186,853.52)	4,193,294.77	13,332.47
Total Assets	18,097,518.01	17,988,659.14	108,858.87	17,896,721.25	200,796.76
Liabilities					
Current Liabilities					
Accounts Payable					
Lutheran Services	3,494.44	13,791.16	(10,296.72)	13,731.55	(10,237.11)
Health Services	414,839.85	399,195.16	15,644.69	358,503.00	56,336.85
Children's Services	20,359.78	20,149.20	210.58	31,197.62	(10,837.84)
Ebenezer Services	1,331.12	3,072.99	(1,741.87)	1,379.29	(48.17)
Home and Community Services	805.13	897.87	(92.74)	3,596.95	(2,791.82)
Total Accounts Payable	440,830.32	437,106.38	3,723.94	408,408.41	32,421.91
Accrued payroll and related liabilities					
Lutheran Services	210,749.77	190,524.75	20,225.02	108,751.76	101,998.01
Health Services	854,941.72	860,623.94	(5,682.22)	859,158.94	(4,217.22)
Children's Services	175,104.81	133,428.24	41,676.57	128,004.54	47,100.27
Ebenezer Services	536.67	(67.06)	603.73	783.49	(246.82)
Home and Community Services	78,366.85	67,320.12	11,046.73	75,265.54	3,101.31
Total Accrued payroll and related liabilities	1,319,699.82	1,251,829.99	67,869.83	1,171,964.27	147,735.55
Other current liabilities					
Lutheran Services	1,451.55	1,499.69	(48.14)	1,368.14	83.41
Health Services	1,293.12	1,480.58	(187.46)	3,765.39	(2,472.27)
Children's Services	35.86	1,673.06	(1,637.20)	2,275.22	(2,239.36)
Ebenezer Services	10,000.00	10,053.86	(53.86)	11,241.65	(1,241.65)
Home and Community Services	36,927.62	36,875.20	52.42	34,404.96	2,522.66
Total Other current liabilities	49,708.15	51,582.39	(1,874.24)	53,055.36	(3,347.21)
Interest Payable					
Health Services	39,695.31	39,695.31	0.00	41,287.75	(1,592.44)
Children's Services	1,803.77	1,803.77	0.00	2,216.08	(412.31)
Total Interest Payable	41,499.08	41,499.08	0.00	43,503.83	(2,004.75)
Intercompany payable					
Lutheran Services	(1,506,433.48)	(1,509,090.42)	2,656.94	(1,290,316.76)	(216,116.72)
Health Services	1,106,046.53	1,102,175.33	3,871.20	840,296.86	265,749.67
Children's Services	(26,223.32)	(25,433.81)	(789.51)	25,474.96	(51,698.28)
Ebenezer Services	1,434.89	914.06	520.83	5,545.75	(4,110.86)
Home and Community Services	425,175.38	431,434.84	(6,259.46)	418,999.19	6,176.19
Total Intercompany payable	0.00	0.00	0.00	0.00	0.00
Current portion of long-term debt					
Health Services	283,798.21	283,798.21	0.00	273,914.03	9,884.18

*Martha & Mary*

## Balance Sheet

As of 1/31/2018

	Current Month	Prior Month	Increase/ (Decrease)	Beginning Year Balance	YTD Change
Children's Services	80,501.86	80,501.86	0.00	77,965.88	2,535.98
Total Current portion of long-term debt	364,300.07	364,300.07	0.00	351,879.91	12,420.16
Total Current Liabilities	2,216,037.44	2,146,317.91	69,719.53	2,028,811.78	187,225.66
Deferred revenue					
Children's Services	16,960.73	17,141.09	(180.36)	18,574.71	(1,613.98)
Total Deferred revenue	16,960.73	17,141.09	(180.36)	18,574.71	(1,613.98)
Resident funds held in trust					
Health Services	16,376.67	15,958.37	418.30	7,135.87	9,240.80
Total Resident funds held in trust	16,376.67	15,958.37	418.30	7,135.87	9,240.80
Long Term Debt, net of current portion					
Health Services	13,111,067.08	13,134,334.59	(23,267.51)	13,418,133.23	(307,066.15)
Children's Services *	680,721.11	687,306.73	(6,585.62)	767,808.59	(87,087.48)
Total Long Term Debt, net of current portion	13,791,788.19	13,821,641.32	(29,853.13)	14,185,941.82	(394,153.63)
Total Liabilities	16,041,163.03	16,001,058.69	40,104.34	16,240,464.18	(199,301.15)
Net Assets					
Net Assets					
Lutheran Services	3,039,555.59	3,013,759.32	25,796.27	2,730,329.48	309,226.11
Health Services	(4,125,435.23)	(4,128,134.74)	2,699.51	(4,037,575.18)	(87,860.05)
Children's Services	1,489,294.39	1,468,576.76	20,717.63	1,483,747.89	5,546.50
Ebenezer Services	1,133,971.97	1,118,362.24	15,609.73	981,166.61	152,805.36
Home and Community Services	518,968.26	515,036.87	3,931.39	498,588.27	20,379.99
Total Net Assets	2,056,354.98	1,987,600.45	68,754.53	1,656,257.07	400,097.91
Total Net Assets	2,056,354.98	1,987,600.45	68,754.53	1,656,257.07	400,097.91
Total Liabilities and Net Assets	18,097,518.01	17,988,659.14	108,858.87	17,896,721.25	200,796.76

**Martha & Mary**  
Statement of Revenues and Expenditures (Consolidated)  
From 1/1/2018 Through 1/31/2018

	Current Period Actual	Current Period 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
<b>Operating and Support Revenue:</b>									
Resident care, net	1,454,936.55	1,467,310.78	(12,374.23)	1,454,936.55	1,467,310.78	(12,374.23)	1,498,698.94	(43,762.39)	(2.92)
Home & Comm. Services	119,641.94	162,867.06	(43,225.12)	119,641.94	162,867.06	(43,225.12)	166,675.26	(47,033.32)	(28.22)
Children's services	294,926.27	296,371.72	(1,445.45)	294,926.27	296,371.72	(1,445.45)	263,358.44	31,567.83	11.99
Management Services	109,393.73	117,192.91	(7,799.18)	109,393.73	117,192.91	(7,799.18)	118,594.40	(9,200.67)	(7.76)
Other services and fees	14,247.78	11,548.34	2,699.44	14,247.78	11,548.34	2,699.44	19,805.03	(5,557.25)	(28.06)
Rental income	25,087.15	25,590.00	(502.85)	25,087.15	25,590.00	(502.85)	25,934.00	(846.85)	(3.27)
Beauty and gift shops	8,959.19	9,333.33	(374.14)	8,959.19	9,333.33	(374.14)	5,862.78	3,096.41	52.81
Contributions	4,591.99	8,333.33	(3,741.34)	4,591.99	8,333.33	(3,741.34)	7,048.89	(2,456.90)	(34.86)
Grants	180.36	2,083.33	(1,902.97)	180.36	2,083.33	(1,902.97)	8,853.79	(8,673.43)	(97.96)
Investment Earnings	20,200.10	0.00	20,200.10	20,200.10	0.00	20,200.10	15,299.52	4,900.58	32.03
Interest income	330.12	250.00	80.12	330.12	250.00	80.12	432.40	(102.28)	(23.65)
NAC training	180.00	2,083.33	(1,903.33)	180.00	2,083.33	(1,903.33)	132.00	48.00	36.36
<b>Total Operating and Support Revenue:</b>	<b>2,052,675.18</b>	<b>2,102,964.13</b>	<b>(50,288.95)</b>	<b>2,052,675.18</b>	<b>2,102,964.13</b>	<b>(50,288.95)</b>	<b>2,130,695.45</b>	<b>(78,020.27)</b>	<b>(3.66)</b>
<b>Operating Expenses:</b>									
Salaries and wages	1,135,001.28	1,130,094.50	(4,906.78)	1,135,001.28	1,130,094.50	(4,906.78)	1,127,243.41	7,757.87	0.69
Benefits and payroll taxes	278,770.67	328,832.50	50,061.83	278,770.67	328,832.50	50,061.83	294,869.90	(16,099.23)	(5.46)
Supplies and food	163,183.48	162,675.13	(508.35)	163,183.48	162,675.13	(508.35)	168,099.74	(4,916.26)	(2.92)
Depreciation and amortization	78,409.40	83,823.24	5,413.84	78,409.40	83,823.24	5,413.84	78,761.00	(351.60)	(0.45)
Interest expense	49,263.40	46,254.58	(3,008.82)	49,263.40	46,254.58	(3,008.82)	53,437.47	(4,174.07)	(7.81)
Purchased services	178,148.79	193,906.43	15,757.64	178,148.79	193,906.43	15,757.64	209,645.84	(31,497.05)	(15.02)
Utilities	40,775.99	41,386.47	610.48	40,775.99	41,386.47	610.48	45,925.81	(5,149.82)	(11.21)
Bad debt expense	8,200.00	8,595.83	395.83	8,200.00	8,595.83	395.83	2,551.93	5,648.07	221.33
Insurance	18,726.68	18,591.66	(135.02)	18,726.68	18,591.66	(135.02)	14,424.05	4,302.63	29.83
Repairs and maintenance	6,396.14	9,728.35	3,332.21	6,396.14	9,728.35	3,332.21	9,401.16	(3,005.02)	(31.96)
Licenses	6,603.25	8,025.60	1,422.35	6,603.25	8,025.60	1,422.35	7,672.04	(1,068.79)	(13.93)
Advertising	3,583.21	3,845.01	261.80	3,583.21	3,845.01	261.80	5,478.38	(1,895.17)	(34.59)
Business taxes (includes SNA)	8,303.41	9,508.15	1,204.74	8,303.41	9,508.15	1,204.74	8,208.03	95.38	1.16
Travel and education	3,139.51	3,744.18	604.67	3,139.51	3,744.18	604.67	2,434.07	705.44	28.98
Dues and subscriptions	2,720.13	2,223.76	(496.37)	2,720.13	2,223.76	(496.37)	(629.79)	3,349.92	(531.91)
Miscellaneous	3,739.56	3,395.50	(344.06)	3,739.56	3,395.50	(344.06)	3,246.88	492.68	15.17
<b>Total Operating Expenses:</b>	<b>1,984,964.90</b>	<b>2,054,630.89</b>	<b>69,665.99</b>	<b>1,984,964.90</b>	<b>2,054,630.89</b>	<b>69,665.99</b>	<b>2,030,769.92</b>	<b>(45,805.02)</b>	<b>(2.26)</b>
Inc (Loss) From Operations	67,710.28	48,333.24	19,377.04	67,710.28	48,333.24	19,377.04	99,925.53	(32,215.25)	(32.24)
Inc (Loss) Before Mgmt Fee	67,710.28	48,333.24	19,377.04	67,710.28	48,333.24	19,377.04	99,925.53	(32,215.25)	(32.24)
M&M Mgmt Fee Rev(Exp)									
Management fee revenue	81,899.48	87,978.92	(6,079.44)	81,899.48	87,978.92	(6,079.44)	90,097.95	(8,198.47)	(9.10)
Management fee expense	(81,899.48)	(87,978.92)	6,079.44	(81,899.48)	(87,978.92)	6,079.44	(90,097.95)	8,198.47	(9.10)
<b>Total M&amp;M Mgmt Fee Rev(Exp)</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

Martha & Mary

Statement of Revenues and Expenditures (Consolidated)

From 1/1/2018 Through 1/31/2018

	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
Change in Net Assets	<u>67,710.28</u>	<u>48,333.24</u>	<u>19,377.04</u>	<u>67,710.28</u>	<u>48,333.24</u>	<u>19,377.04</u>	<u>99,925.53</u>	<u>(32,215.25)</u>	(32.24)

# Martha & Mary

## Statement of Revenues and Expenditures

### Lutheran Services

From 1/1/2018 Through 1/31/2018

	Current Period Actual	Current Period 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
<b>Operating and Support Revenue:</b>									
Management Services	109,393.73	117,192.91	(7,799.18)	109,393.73	117,192.91	(7,799.18)	118,594.40	(9,200.67)	(7.76)
Other services and fees	10.00	0.00	10.00	10.00	0.00	10.00	0.00	10.00	100.00
Contributions	2,781.24	8,333.33	(5,552.09)	2,781.24	8,333.33	(5,552.09)	5,338.89	(2,557.65)	(47.91)
Grants	0.00	2,083.33	(2,083.33)	0.00	2,083.33	(2,083.33)	0.00	0.00	0.00
Investment Earnings	6,089.90	0.00	6,089.90	6,089.90	0.00	6,089.90	4,577.61	1,512.29	33.04
Interest income	9.80	0.00	9.80	9.80	0.00	9.80	8.08	1.72	21.29
Total Operating and Support Revenue:	118,284.67	127,609.57	(9,324.90)	118,284.67	127,609.57	(9,324.90)	128,518.98	(10,234.31)	(7.96)
<b>Operating Expenses:</b>									
Salaries and wages	130,430.53	130,536.60	106.07	130,430.53	130,536.60	106.07	119,848.79	10,581.74	8.83
Benefits and payroll taxes	32,568.28	34,394.26	1,825.98	32,568.28	34,394.26	1,825.98	29,401.29	3,166.99	10.77
Supplies and food	558.38	2,172.92	1,614.54	558.38	2,172.92	1,614.54	808.26	(249.88)	(30.92)
Depreciation and amortization	680.71	681.00	0.29	680.71	681.00	0.29	680.71	0.00	0.00
Interest expense	1,649.53	2,512.50	862.97	1,649.53	2,512.50	862.97	8,243.05	(6,593.52)	(79.99)
Purchased services	3,098.26	7,762.03	4,663.77	3,098.26	7,762.03	4,663.77	11,379.03	(8,280.77)	(72.77)
Utilities	108.53	83.33	(25.20)	108.53	83.33	(25.20)	100.48	8.05	8.01
Insurance	472.55	475.00	2.45	472.55	475.00	2.45	200.30	272.25	135.92
Licenses	0.00	16.67	16.67	0.00	16.67	16.67	115.75	(115.75)	(100.00)
Advertising	3,212.10	3,470.01	257.91	3,212.10	3,470.01	257.91	5,478.38	(2,266.28)	(41.37)
Business taxes (includes SNA)	1,414.28	1,425.00	10.72	1,414.28	1,425.00	10.72	1,533.37	(119.09)	(7.77)
Travel and education	0.00	450.00	450.00	0.00	450.00	450.00	56.00	(56.00)	(100.00)
Dues and subscriptions	650.00	221.67	(428.33)	650.00	221.67	(428.33)	0.00	650.00	100.00
Miscellaneous	588.98	537.50	(51.48)	588.98	537.50	(51.48)	(1,332.20)	1,921.18	(144.21)
Total Operating Expenses:	175,432.13	184,738.49	9,306.36	175,432.13	184,738.49	9,306.36	176,513.21	(1,081.08)	(0.61)
Inc (Loss) From Operations	(57,147.46)	(57,128.92)	(18.54)	(57,147.46)	(57,128.92)	(18.54)	(47,994.23)	(9,153.23)	19.07
Inc (Loss) Before Mgmt Fee	(57,147.46)	(57,128.92)	(18.54)	(57,147.46)	(57,128.92)	(18.54)	(47,994.23)	(9,153.23)	19.07
M&M Mgmt Fee Rev(Exp)									
Management fee revenue	81,899.48	87,978.92	(6,079.44)	81,899.48	87,978.92	(6,079.44)	90,097.95	(8,198.47)	(9.10)
Total M&M Mgmt Fee Rev(Exp)	81,899.48	87,978.92	(6,079.44)	81,899.48	87,978.92	(6,079.44)	90,097.95	(8,198.47)	(9.10)
Change in Net Assets	24,752.02	30,850.00	(6,097.98)	24,752.02	30,850.00	(6,097.98)	42,103.72	(17,351.70)	(41.21)



**Martha & Mary**

**Statement of Revenues and Expenditures  
Health Services**

From 1/1/2018 Through 1/31/2018

	Current Period Actual	Current Period 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
<b>Operating and Support Revenue:</b>									
Resident care, net									
Private Resident Revenue	206,138.59	255,507.31	(49,368.72)	206,138.59	255,507.31	(49,368.72)	165,735.43	40,403.16	24.38
Third Party Insurance	0.00	0.00	0.00	0.00	0.00	0.00	9,594.00	(9,594.00)	(100.00)
Medicare A	300,177.02	365,746.01	(65,568.99)	300,177.02	365,746.01	(65,568.99)	445,747.97	(145,570.95)	(32.66)
Medicare Advantage	27,246.48	9,114.95	18,131.53	27,246.48	9,114.95	18,131.53	23,171.61	4,074.87	17.59
Managed Care/Insurance	35,288.15	36,686.63	(1,398.48)	35,288.15	36,686.63	(1,398.48)	0.00	35,288.15	100.00
Medicaid Pending	29,898.86	13,736.59	16,162.27	29,898.86	13,736.59	16,162.27	12,645.00	17,253.86	136.45
Medicare B	16,940.03	2,802.75	14,137.28	16,940.03	2,802.75	14,137.28	16,366.42	573.61	3.50
Medicaid Revenue	794,364.77	749,352.59	45,012.18	794,364.77	749,352.59	45,012.18	792,337.31	2,027.46	0.26
Hospice Revenue	43,991.21	34,363.95	9,627.26	43,991.21	34,363.95	9,627.26	46,639.26	(2,648.05)	(5.68)
Other Rev/Discounts or credits	(638.84)	0.00	(638.84)	(638.84)	0.00	(638.84)	(2,021.86)	1,383.02	(68.40)
Total Resident care, net	1,453,406.27	1,467,310.78	(13,904.51)	1,453,406.27	1,467,310.78	(13,904.51)	1,510,215.14	(56,808.87)	(3.76)
Prior Year Rev/Adj	1,530.28	0.00	1,530.28	1,530.28	0.00	1,530.28	(11,516.20)	13,046.48	(113.29)
Other services and fees	2,378.77	2,950.01	(571.24)	2,378.77	2,950.01	(571.24)	3,218.39	(839.62)	(26.09)
Beauty and gift shops	8,959.19	9,333.33	(374.14)	8,959.19	9,333.33	(374.14)	5,862.78	3,096.41	52.81
Contributions	1,119.75	0.00	1,119.75	1,119.75	0.00	1,119.75	210.00	909.75	433.21
Interest income	319.49	250.00	69.49	319.49	250.00	69.49	422.58	(103.09)	(24.40)
NAC training	180.00	2,083.33	(1,903.33)	180.00	2,083.33	(1,903.33)	132.00	48.00	36.36
Total Operating and Support Revenue:	1,467,893.75	1,481,927.45	(14,033.70)	1,467,893.75	1,481,927.45	(14,033.70)	1,508,544.69	(40,650.94)	(2.69)
<b>Operating Expenses:</b>									
Salaries and wages	733,182.94	702,905.74	(30,277.20)	733,182.94	702,905.74	(30,277.20)	733,283.27	(100.33)	(0.01)
Benefits and payroll taxes	181,217.01	215,104.40	33,887.39	181,217.01	215,104.40	33,887.39	194,680.53	(13,463.52)	(6.92)
Supplies and food	145,796.96	142,795.01	(3,001.95)	145,796.96	142,795.01	(3,001.95)	145,515.93	281.03	0.19
Depreciation and amortization	63,860.73	68,132.49	4,271.76	63,860.73	68,132.49	4,271.76	63,738.97	121.76	0.19
Interest expense	39,760.59	39,437.50	(323.09)	39,760.59	39,437.50	(323.09)	40,687.24	(926.65)	(2.28)
Purchased services	168,771.79	176,901.44	8,129.65	168,771.79	176,901.44	8,129.65	183,882.31	(15,110.52)	(8.22)
Utilities	29,251.05	31,225.00	1,973.95	29,251.05	31,225.00	1,973.95	33,011.82	(3,760.77)	(11.39)
Bad debt expense	8,300.00	8,333.33	33.33	8,300.00	8,333.33	33.33	1,771.47	6,528.53	368.54
Insurance	13,028.49	13,041.66	13.17	13,028.49	13,041.66	13.17	11,545.17	1,483.32	12.85
Repairs and maintenance	4,946.74	7,541.66	2,594.92	4,946.74	7,541.66	2,594.92	7,994.06	(3,047.32)	(38.12)
Licenses	5,804.17	7,141.67	1,337.50	5,804.17	7,141.67	1,337.50	6,496.51	(692.34)	(10.66)
Advertising	371.11	375.00	3.89	371.11	375.00	3.89	0.00	371.11	100.00
Business taxes (includes SNA)	5,095.46	5,416.66	321.20	5,095.46	5,416.66	321.20	4,157.07	938.39	22.57
Travel and education	1,584.58	997.93	(586.65)	1,584.58	997.93	(586.65)	434.22	1,150.36	264.93
Dues and subscriptions	1,876.38	1,772.92	(103.46)	1,876.38	1,772.92	(103.46)	(890.28)	2,766.66	(310.76)
Total Operating Expenses:	1,402,848.00	1,421,122.41	18,274.41	1,402,848.00	1,421,122.41	18,274.41	1,426,308.29	(23,460.29)	(1.64)



**Martha & Mary**

Statement of Revenues and Expenditures

**Health Services**

From 1/1/2018 Through 1/31/2018

	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
Ine (Loss) Before Mgmt Fee	65,045.75	60,805.04	4,240.71	65,045.75	60,805.04	4,240.71	82,236.40	(17,190.65)	(20.90)
M&M Mgmt Fee Rev(Exp)	(62,346.24)	(66,686.73)	4,340.49	(62,346.24)	(66,686.73)	4,340.49	(67,884.51)	5,538.27	(8.16)
Management fee expense	(62,346.24)	(66,686.73)	4,340.49	(62,346.24)	(66,686.73)	4,340.49	(67,884.51)	5,538.27	(8.16)
Total M&M Mgmt Fee Rev(Exp)									
Change in Net Assets	2,699.51	(5,881.69)	8,581.20	2,699.51	(5,881.69)	8,581.20	14,351.89	(11,652.38)	(81.19)

**Martha & Mary**  
Statement of Revenues and Expenditures  
Children's Services  
From 1/1/2018 Through 1/31/2018

	Current Period Actual	Current Period 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
<b>Operating and Support Revenue:</b>									
Children's services									
Other Rev/Discounts or credits	(3,950.99)	(8,996.68)	5,045.69	(3,950.99)	(8,996.68)	5,045.69	(1,934.05)	(2,016.94)	104.29
Infants	34,469.74	34,318.20	151.54	34,469.74	34,318.20	151.54	29,407.58	5,062.16	17.21
Toddlers	65,941.90	62,696.30	3,245.60	65,941.90	62,696.30	3,245.60	56,799.72	9,142.18	16.10
Pre-school	127,400.20	132,991.90	(5,591.70)	127,400.20	132,991.90	(5,591.70)	108,278.98	19,121.22	17.66
Jr Kindergarten	(150.00)	0.00	(150.00)	(150.00)	0.00	(150.00)	0.00	(150.00)	(100.00)
School Age	71,215.42	75,362.00	(4,146.58)	71,215.42	75,362.00	(4,146.58)	70,806.21	409.21	0.58
Total Children's services	294,926.27	296,371.72	(1,445.45)	294,926.27	296,371.72	(1,445.45)	263,358.44	31,567.83	11.99
Other services and fees	11,423.18	7,990.00	3,433.18	11,423.18	7,990.00	3,433.18	16,091.84	(4,668.66)	(29.01)
Rental income	6,070.15	5,654.00	416.15	6,070.15	5,654.00	416.15	5,654.00	416.15	7.36
Contributions	691.00	0.00	691.00	691.00	0.00	691.00	1,500.00	(809.00)	(53.93)
Grants	180.36	0.00	180.36	180.36	0.00	180.36	8,853.79	(8,673.43)	(97.96)
Investment Earnings	5,312.34	0.00	5,312.34	5,312.34	0.00	5,312.34	4,037.26	1,275.08	31.58
Interest income	0.81	0.00	0.81	0.81	0.00	0.81	1.71	(0.90)	(52.63)
Total Operating and Support Revenue:	318,604.11	310,015.72	8,588.39	318,604.11	310,015.72	8,588.39	299,497.04	19,107.07	6.38

**Operating Expenses:**

Salaries and wages	185,352.80	176,365.49	(8,987.31)	185,352.80	176,365.49	(8,987.31)	159,909.57	25,443.23	15.91
Benefits and payroll taxes	46,841.48	55,539.62	8,698.14	46,841.48	55,539.62	8,698.14	49,920.54	(3,079.06)	(6.17)
Supplies and food	16,485.73	17,082.20	596.47	16,485.73	17,082.20	596.47	21,678.46	(5,192.73)	(23.95)
Depreciation and amortization	12,063.06	13,356.25	1,293.19	12,063.06	13,356.25	1,293.19	12,797.16	(734.10)	(5.74)
Interest expense	5,778.22	2,329.99	(3,448.23)	5,778.22	2,329.99	(3,448.23)	2,383.42	3,394.80	142.43
Purchased services	3,494.45	4,655.36	1,160.91	3,494.45	4,655.36	1,160.91	6,137.17	(2,642.72)	(43.06)
Utilities	6,207.51	5,523.98	(683.53)	6,207.51	5,523.98	(683.53)	6,465.09	(257.58)	(3.98)
Bad debt expense	0.00	12.50	12.50	0.00	12.50	12.50	367.04	(367.04)	(100.00)
Insurance	3,683.98	3,800.01	116.03	3,683.98	3,800.01	116.03	1,503.48	2,180.50	145.03
Repairs and maintenance	1,186.28	1,278.36	92.08	1,186.28	1,278.36	92.08	1,159.35	26.93	2.32
Licenses	592.17	588.09	(4.08)	592.17	588.09	(4.08)	515.34	76.83	14.91
Business taxes (includes SNA)	0.00	591.66	591.66	0.00	591.66	591.66	0.00	0.00	0.00
Travel and education	764.25	275.42	(488.83)	764.25	275.42	(488.83)	353.56	410.69	116.16
Dues and subscriptions	0.00	20.84	20.84	0.00	20.84	20.84	0.00	0.00	0.00
Miscellaneous	2,142.58	1,850.00	(292.58)	2,142.58	1,850.00	(292.58)	1,721.08	421.50	24.49
Total Operating Expenses:	284,592.51	283,269.77	(1,322.74)	284,592.51	283,269.77	(1,322.74)	264,911.26	19,681.25	7.43

Inc (Loss) From Operations  
Inc (Loss) Before Mgmt Fee  
M&M Mgmt Fee Rev(Exp)  
Management fee expense

	34,011.60	26,745.95	7,265.65	34,011.60	26,745.95	7,265.65	34,585.78	(574.18)	(1.66)
	34,011.60	26,745.95	7,265.65	34,011.60	26,745.95	7,265.65	34,585.78	(574.18)	(1.66)
	(13,293.97)	(13,175.68)	(118.29)	(13,293.97)	(13,175.68)	(118.29)	(13,477.37)	183.40	(1.36)

**Martha & Mary**  
Statement of Revenues and Expenditures  
Children's Services  
From 1/1/2018 Through 1/31/2018

	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
Total M&M Mgmt Fee Rev(Exp)	<u>(13,293.97)</u>	<u>(13,175.68)</u>	<u>(118.29)</u>	<u>(13,293.97)</u>	<u>(13,175.68)</u>	<u>(118.29)</u>	<u>(13,477.37)</u>	<u>183.40</u>	<u>(1.36)</u>
Change in Net Assets	<u>20,717.63</u>	<u>13,570.27</u>	<u>7,147.36</u>	<u>20,717.63</u>	<u>13,570.27</u>	<u>7,147.36</u>	<u>21,108.41</u>	<u>(390.78)</u>	<u>(1.85)</u>

**Martha & Mary**

Statement of Revenues and Expenditures - Home Comm - Stmt of Activity -At Home Consolidated

**Home and Community Services**

From 1/1/2018 Through 1/31/2018

	Current Period Actual	Current Period Operating Budget	Current Period Variance - Operating Budget	Current Year Actual	YTD Budget - Operating Budget	YTD Budget Variance - Operating Budget	Prior Year Actual	Current Year Change	Current Year % Change
<b>Operating and Support Revenue:</b>									
Home & Comm. Services	113,243.85	147,579.39	(34,335.54)	113,243.85	147,579.39	(34,335.54)	133,439.96	(20,196.11)	(15.13)
Geriatric Care	6,398.09	15,287.67	(8,889.58)	6,398.09	15,287.67	(8,889.58)	33,235.30	(26,837.21)	(80.75)
Other services and fees	(64.17)	75.00	(139.17)	(64.17)	75.00	(139.17)	139.80	(203.97)	(145.90)
Interest income	0.01	0.00	0.01	0.01	0.00	0.01	0.01	0.00	0.00
Total Operating and Support Revenue:	119,577.78	162,942.06	(43,364.28)	119,577.78	162,942.06	(43,364.28)	166,815.07	(47,237.29)	(28.32)
<b>Operating Expenses:</b>									
Salaries and wages	83,005.57	116,892.23	33,886.66	83,005.57	116,892.23	33,886.66	111,716.73	(28,711.16)	(25.70)
Benefits and payroll taxes	17,661.35	23,368.71	5,707.36	17,661.35	23,368.71	5,707.36	20,345.14	(2,683.79)	(13.19)
Supplies and food	242.41	554.17	311.76	242.41	554.17	311.76	82.33	160.08	194.44
Depreciation and amortization	139.99	140.00	0.01	139.99	140.00	0.01	139.99	0.00	0.00
Interest expense	2,032.39	1,916.67	(115.72)	2,032.39	1,916.67	(115.72)	2,072.08	(39.69)	(1.92)
Purchased services	2,347.85	3,234.37	886.52	2,347.85	3,234.37	886.52	6,058.14	(3,710.29)	(61.24)
Utilities	278.34	341.67	63.33	278.34	341.67	63.33	1,247.02	(968.68)	(77.68)
Bad debt expense	(100.00)	250.00	350.00	(100.00)	250.00	350.00	413.42	(513.42)	(124.19)
Insurance	556.30	449.99	(106.31)	556.30	449.99	(106.31)	309.72	246.58	79.61
Repairs and maintenance	108.18	133.33	25.15	108.18	133.33	25.15	61.60	46.58	75.62
Licenses	206.91	250.00	43.09	206.91	250.00	43.09	365.24	(158.33)	(43.35)
Business taxes (includes SNA)	1,793.67	2,060.25	266.58	1,793.67	2,060.25	266.58	2,517.59	(723.92)	(28.75)
Travel and education	790.68	2,020.83	1,230.15	790.68	2,020.83	1,230.15	1,590.29	(799.61)	(50.28)
Dues and subscriptions	193.75	208.33	14.58	193.75	208.33	14.58	260.49	(66.74)	(25.62)
Miscellaneous	1,008.00	1,008.00	0.00	1,008.00	1,008.00	0.00	2,858.00	(1,850.00)	(64.73)
Total Operating Expenses:	110,265.39	152,828.55	42,563.16	110,265.39	152,828.55	42,563.16	150,037.78	(39,772.39)	(26.51)
Inc (Loss) From Operations	9,312.39	10,113.51	(801.12)	9,312.39	10,113.51	(801.12)	16,777.29	(7,464.90)	(44.49)
Inc (Loss) Before Mgmt Fee	9,312.39	10,113.51	(801.12)	9,312.39	10,113.51	(801.12)	16,777.29	(7,464.90)	(44.49)
M&M Mgmt Fee Rev(Exp)	(5,381.00)	(7,195.39)	1,814.39	(5,381.00)	(7,195.39)	1,814.39	(7,506.68)	2,125.68	(28.32)
Management fee expense	(5,381.00)	(7,195.39)	1,814.39	(5,381.00)	(7,195.39)	1,814.39	(7,506.68)	2,125.68	(28.32)
Total M&M Mgmt Fee Rev(Exp)	3,931.39	2,918.12	1,013.27	3,931.39	2,918.12	1,013.27	9,270.61	(5,339.22)	(57.59)
Change in Net Assets									

**Martha & Mary**  
Statement of Revenues and Expenditures  
Ebenezer Services  
From 1/1/2018 Through 1/31/2018

	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
<b>Operating and Support Revenue:</b>									
Other services and fees	500.00	533.33	(33.33)	500.00	533.33	(33.33)	355.00	145.00	40.85
Rental income	19,017.00	19,936.00	(919.00)	19,017.00	19,936.00	(919.00)	20,280.00	(1,263.00)	(6.23)
Investment Earnings	8,797.86	0.00	8,797.86	8,797.86	0.00	8,797.86	6,684.65	2,113.21	31.61
Interest income	0.01	0.00	0.01	0.01	0.00	0.01	0.02	(0.01)	(50.00)
Total Operating and Support Revenue:	28,314.87	20,469.33	7,845.54	28,314.87	20,469.33	7,845.54	27,319.67	995.20	3.64
<b>Operating Expenses:</b>									
Salaries and wages	3,029.44	3,394.44	365.00	3,029.44	3,394.44	365.00	2,485.05	544.39	21.91
Benefits and payroll taxes	482.55	425.51	(57.04)	482.55	425.51	(57.04)	522.40	(39.85)	(7.63)
Supplies and food	100.00	70.83	(29.17)	100.00	70.83	(29.17)	14.76	85.24	577.51
Depreciation and amortization	1,664.91	1,513.50	(151.41)	1,664.91	1,513.50	(151.41)	1,404.17	260.74	18.57
Interest expense	42.67	57.92	15.25	42.67	57.92	15.25	51.68	(9.01)	(17.43)
Purchased services	436.44	1,353.23	916.79	436.44	1,353.23	916.79	2,189.19	(1,752.75)	(80.06)
Utilities	4,930.56	4,212.49	(718.07)	4,930.56	4,212.49	(718.07)	5,101.40	(170.84)	(3.35)
Insurance	985.36	825.00	(160.36)	985.36	825.00	(160.36)	865.38	119.98	13.86
Repairs and maintenance	154.94	775.00	620.06	154.94	775.00	620.06	186.15	(31.21)	(16.77)
Licenses	0.00	29.17	29.17	0.00	29.17	29.17	179.20	(179.20)	(100.00)
Business taxes (includes SNA)	0.00	14.58	14.58	0.00	14.58	14.58	0.00	0.00	0.00
Total Operating Expenses:	11,826.87	12,671.67	844.80	11,826.87	12,671.67	844.80	12,999.38	(1,172.51)	(9.02)
Inc (Loss) From Operations	16,488.00	7,797.66	8,690.34	16,488.00	7,797.66	8,690.34	14,320.29	2,167.71	15.14
Inc (Loss) Before Mgmt Fee	16,488.00	7,797.66	8,690.34	16,488.00	7,797.66	8,690.34	14,320.29	2,167.71	15.14
M&M Mgmt Fee Rev(Exp)	(878.27)	(921.12)	42.85	(878.27)	(921.12)	42.85	(1,229.39)	351.12	(28.56)
Management fee expense	(878.27)	(921.12)	42.85	(878.27)	(921.12)	42.85	(1,229.39)	351.12	(28.56)
Total M&M Mgmt Fee Rev(Exp)									
Change in Net Assets	15,609.73	6,876.54	8,733.19	15,609.73	6,876.54	8,733.19	13,090.90	2,518.83	19.24