



# **Consolidated Financial Statements**

*February 28, 2018*

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**BOARD OF TRUSTEES SUMMARY**

**Martha & Mary Lutheran Services**  
**Financial Statement Summary for Board Review**  
**For the Month and YTD Ending February 28, 2018**

Attached to this summary you will find the financial statements for the month and YTD period ending February 28, 2018. Below are a few areas we would like to highlight:

Consolidated

- Cash on hand recurring goal of 90-days, cash increased in January up to 72-days (an increase of 3-days over January).
- Net Income for the month was \$(6,786.99) compared to a budget of \$(144,944.19). Revenue is approximately \$67,000 per day impact \$(201,000).
- Total investment loss for the month was \$(24,142) impacting all corporations.

Health Services

- Census for the month was 161, which is 2.5 under budget of 163.5.
- Revenue for Resident Care is showing \$6,829.09 over budget for the month. Medicare census under 2.32 residents per day, however, Medicare Advantage was over 1.04 residents per day.
- Expenses for February came in well under budget at \$133,890.73.
  - Salaries and Benefits - \$110,932 under budget.
  - Expenses being under budget \$133,890 is reasonable due to the number of days in the month.
  - Bad Debt - \$8,300.00 accrued monthly. Resident Accounts continues to work diligently on aged accounts.

Children's Services

- Census for the month was 406 with a budget of 399 for all Centers. M&M Kids had a census of 182 with a budget of 175.
- Net income for the month was \$(6,013.52) with a budget of \$(16,229.99).
- Expenses are under budget at \$12,064.66. Interest expense was over due to bank fees charged for credit card payments.
- Payroll accrual for 18 days in January being reversed has resolved the issue in wages.

Home and Community Services

- Total units for the month were 3,547 with a budget of 5,992 for Health Home. Revenue impact was a decrease of \$(45,012).
- Operating expenses were also under budget at \$46,445.
- Overall At Home had net operating income of \$5,326.12. YTD operating income is \$14,638.51.

Ebenezer Services

- Two vacancies, one pending move in for March.
- Revenue was under budget \$(11,729.45) due to investments.

# Martha & Mary

Balance Sheet  
As of 2/28/2018

	Current Month	Prior Month	Increase/ (Decrease)	Beginning Year Balance	YTD Change
<b>Assets</b>					
<b>Current Assets</b>					
Cash and cash equivalents					
Lutheran Services	1,154,163.70	1,118,336.95	35,826.75	1,065,730.85	88,432.85
Health Services	1,274,050.33	1,238,656.95	35,393.38	735,109.88	538,940.45
Children's Services	178,932.95	170,308.87	8,624.08	109,179.67	69,753.28
Ebenezer Services	147,820.79	140,775.63	7,045.16	135,878.13	11,942.66
Home and Community Services	126,786.74	102,869.61	23,917.13	86,866.08	39,920.66
Total Cash and cash equivalents	2,881,754.51	2,770,948.01	110,806.50	2,132,764.61	748,989.90
Accounts Receivable, less allowance for doubtful accounts					
Lutheran Services	68,705.42	66,964.60	1,740.82	60,811.19	7,894.23
Health Services	1,479,698.07	1,624,572.75	(144,874.68)	1,989,904.55	(510,206.48)
Children's Services	46,604.04	62,771.31	(16,167.27)	41,278.03	5,326.01
Home and Community Services	133,561.90	152,461.16	(18,899.26)	145,136.44	(11,574.54)
Total Accounts Receivable, less allowance for doubtful accounts	1,728,569.43	1,906,769.82	(178,200.39)	2,237,130.21	(508,560.78)
Other receivables					
Lutheran Services	999.87	1,342.17	(342.30)	8,131.19	(7,131.32)
Health Services	42,959.57	56,545.38	(13,585.81)	218,473.92	(175,514.35)
Children's Services	5,232.66	5,898.84	(666.18)	2,519.67	2,712.99
Total Other receivables	49,192.10	63,786.39	(14,594.29)	229,124.78	(179,932.68)
Prepaid Expense					
Lutheran Services	11,393.19	10,679.95	713.24	11,808.84	(415.65)
Health Services	144,437.71	173,876.28	(29,438.57)	130,723.49	13,714.22
Children's Services	20,574.39	25,450.51	(4,876.12)	26,148.63	(5,574.24)
Ebenezer Services	3,208.50	4,196.11	(987.61)	5,183.74	(1,975.24)
Home and Community Services	7,258.70	8,415.23	(1,156.53)	9,593.57	(2,334.87)
Total Prepaid Expense	186,872.49	222,618.08	(35,745.59)	183,458.27	3,414.22
Total Current Assets	4,846,388.53	4,964,122.30	(117,733.77)	4,782,477.87	63,910.66
<b>Property and Equipment</b>					
Lutheran Services	50,544.10	51,224.81	(680.71)	51,905.52	(1,361.42)
Health Services	6,641,940.09	6,687,947.42	(46,007.33)	6,723,629.51	(81,689.42)
Children's Services	1,754,302.95	1,762,868.57	(8,565.62)	1,773,682.93	(19,379.98)
Ebenezer Services	317,607.38	316,172.28	1,435.10	315,374.71	2,232.67
Home and Community Services	12,622.16	12,762.14	(139.98)	12,902.13	(279.97)
Total Property and Equipment	8,777,016.68	8,830,975.22	(53,958.54)	8,877,494.80	(100,478.12)
<b>Other Assets</b>					
Reserves and restricted deposits, net of current portion					
Health Services	785,664.59	767,816.04	17,848.55	814,537.14	(28,872.55)
Total Reserves and restricted deposits, net of current portion	785,664.59	767,816.04	17,848.55	814,537.14	(28,872.55)
Asset held in trust					
Health Services	952,422.16	952,422.16	0.00	952,422.16	0.00
Total Asset held in trust	952,422.16	952,422.16	0.00	952,422.16	0.00
<b>Investments</b>					
Lutheran Services	465,636.03	471,724.65	(6,088.62)	465,636.03	0.00
Health Services	160,000.00	0.00	160,000.00	0.00	160,000.00
Children's Services	406,636.15	413,433.65	(6,797.50)	408,121.31	(1,485.16)
Ebenezer Services	673,439.89	684,697.37	(11,257.48)	675,899.51	(2,459.62)
Total Investments	1,705,712.07	1,569,855.67	135,856.40	1,549,656.85	156,055.22
<b>Loan and tax credit fees, net</b>					
Health Services	40,295.75	40,537.03	(241.28)	40,537.03	(241.28)

# Martha & Mary

## Balance Sheet

As of 2/28/2018

	Current Month	Prior Month	Increase/ (Decrease)	Beginning Year Balance	YTD Change
Children's Services	16,007.85	16,254.11	(246.26)	16,254.11	(246.26)
Total Loan and tax credit fees, net	56,303.60	56,791.14	(487.54)	56,791.14	(487.54)
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	46,460.88	0.00
Total Loan Receivable	46,460.88	46,460.88	0.00	46,460.88	0.00
Resident funds held in trust					
Health Services	16,364.92	16,214.67	150.25	15,958.37	406.55
Total Resident funds held in trust	16,364.92	16,214.67	150.25	15,958.37	406.55
Total Other Assets	4,359,994.90	4,206,627.24	153,367.66	4,232,893.22	127,101.68
Total Assets	17,983,400.11	18,001,724.76	(18,324.65)	17,892,865.89	90,534.22
Liabilities					
Current Liabilities					
Accounts Payable					
Lutheran Services	16,839.10	3,494.44	13,344.66	13,791.16	3,047.94
Health Services	393,729.21	414,839.85	(21,110.64)	399,195.16	(5,465.95)
Children's Services	25,602.69	20,359.78	5,242.91	20,149.20	5,453.49
Ebenezer Services	1,466.50	1,331.12	135.38	3,072.99	(1,606.49)
Home and Community Services	697.52	805.13	(107.61)	897.87	(200.35)
Total Accounts Payable	438,335.02	440,830.32	(2,495.30)	437,106.38	1,228.64
Accrued payroll and related liabilities					
Lutheran Services	186,964.15	177,100.69	9,863.46	156,875.67	30,088.48
Health Services	855,957.74	848,366.68	7,591.06	854,048.90	1,908.84
Children's Services	167,601.06	168,332.75	(731.69)	126,656.18	40,944.88
Ebenezer Services	584.31	536.67	47.64	(67.06)	651.37
Home and Community Services	74,098.70	70,181.80	3,916.90	59,135.07	14,963.63
Total Accrued payroll and related liabilities	1,285,205.96	1,264,518.59	20,687.37	1,196,648.76	88,557.20
Other current liabilities					
Lutheran Services	1,336.73	1,451.55	(114.82)	1,499.69	(162.96)
Health Services	1,021.72	1,293.12	(271.40)	1,480.58	(458.86)
Children's Services	93.98	35.86	58.12	1,673.06	(1,579.08)
Ebenezer Services	10,000.00	10,000.00	0.00	10,053.86	(53.86)
Home and Community Services	16,645.29	16,867.77	(222.48)	16,815.35	(170.06)
Total Other current liabilities	29,097.72	29,648.30	(550.58)	31,522.54	(2,424.82)
Interest Payable					
Health Services	39,695.31	39,695.31	0.00	39,695.31	0.00
Children's Services	1,803.77	1,803.77	0.00	1,803.77	0.00
Total Interest Payable	41,499.08	41,499.08	0.00	41,499.08	0.00
Intercompany payable					
Lutheran Services	(1,490,175.59)	(1,488,517.34)	(1,658.25)	(1,509,090.42)	18,914.83
Health Services	1,058,700.23	1,049,842.65	8,857.58	1,102,175.33	(43,475.10)
Children's Services	(5,759.22)	166.10	(5,925.32)	(25,433.81)	19,674.59
Ebenezer Services	(683.08)	1.63	(684.71)	914.06	(1,597.14)
Home and Community Services	437,917.66	438,506.96	(589.30)	431,434.84	6,482.82
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	283,798.21	0.00
Children's Services	80,501.86	80,501.86	0.00	80,501.86	0.00
Total Current portion of long-term debt	364,300.07	364,300.07	0.00	364,300.07	0.00
Total Current Liabilities	2,158,437.85	2,140,796.36	17,641.49	2,071,076.83	87,361.02
Deferred revenue					

*Martha & Mary*

## Balance Sheet

As of 2/28/2018

	Current Month	Prior Month	Increase/ (Decrease)	Beginning Year Balance	YTD Change
Children's Services	13,675.02	16,960.73	(3,285.71)	17,141.09	(3,466.07)
Total Deferred revenue	13,675.02	16,960.73	(3,285.71)	17,141.09	(3,466.07)
Resident funds held in trust					
Health Services	16,364.92	16,376.67	(11.75)	15,958.37	406.55
Total Resident funds held in trust	16,364.92	16,376.67	(11.75)	15,958.37	406.55
Long Term Debt, net of current portion					
Health Services	13,087,730.74	13,111,067.08	(23,336.34)	13,134,334.59	(46,603.85)
Children's Services	674,117.72	680,721.11	(6,603.39)	687,306.73	(13,189.01)
Total Long Term Debt, net of current portion	13,761,848.46	13,791,788.19	(29,939.73)	13,821,641.32	(59,792.86)
Total Liabilities	15,950,326.25	15,965,921.95	(15,595.70)	15,925,817.61	24,508.64
Net Assets					
Net Assets					
Lutheran Services	3,082,938.80	3,073,204.67	9,734.13	3,047,408.40	35,530.40
Health Services	(4,199,164.89)	(4,206,690.89)	7,526.00	(4,209,390.40)	10,225.51
Children's Services	1,470,654.11	1,488,103.90	(17,449.79)	1,467,386.27	3,267.84
Ebenezer Services	1,130,708.83	1,133,971.97	(3,263.14)	1,118,362.24	12,346.59
Home and Community Services	547,937.01	547,213.16	723.85	543,281.77	4,655.24
Total Net Assets	2,033,073.86	2,035,802.81	(2,728.95)	1,967,048.28	66,025.58
Total Net Assets	2,033,073.86	2,035,802.81	(2,728.95)	1,967,048.28	66,025.58
Total Liabilities and Net Assets	17,983,400.11	18,001,724.76	(18,324.65)	17,892,865.89	90,534.22

**Martha & Mary**  
Statement of Revenues and Expenditures (Consolidated)  
From 2/1/2018 Through 2/28/2018

	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	1,331,410.41	1,325,312.96	6,097.45	2,786,346.96	2,792,623.74	(6,276.78)	2,683,624.80	102,722.16	3.83
Home & Comm. Services	102,560.60	147,209.96	(44,649.36)	222,202.54	310,077.02	(87,874.48)	306,717.76	(84,515.22)	(27.55)
Children's services	252,904.40	253,575.78	(671.38)	547,830.67	549,947.50	(2,116.83)	506,150.70	41,679.97	8.23
Management Services	104,210.85	117,192.91	(12,982.06)	213,604.58	234,385.82	(20,781.24)	217,334.25	(3,729.67)	(1.72)
Other services and fees	21,776.73	11,368.34	10,408.39	36,024.51	22,916.68	13,107.83	29,636.32	6,388.19	21.56
Rental income	25,579.49	25,590.00	(10.51)	50,666.64	51,180.00	(513.36)	51,713.30	(1,046.66)	(2.02)
Beauty and gift shops	8,326.92	9,333.33	(1,006.41)	17,286.11	18,666.66	(1,380.55)	8,252.15	9,033.96	109.47
Contributions	7,411.86	8,333.33	(921.47)	12,003.85	16,666.66	(4,662.81)	12,239.99	(236.14)	(1.93)
Grants	3,285.71	2,083.33	1,202.38	3,466.07	4,166.66	(700.59)	10,452.90	(6,986.83)	(66.84)
Investment Earnings	(24,142.46)	0.00	(24,142.46)	(3,942.36)	0.00	(3,942.36)	32,181.37	(36,123.73)	(112.25)
Interest income	319.77	250.00	69.77	649.89	500.00	149.89	929.82	(279.93)	(30.11)
NAC training	0.00	0.00	0.00	180.00	0.00	180.00	264.00	(84.00)	(31.82)
<b>Total Operating and Support Revenue:</b>	<b>1,833,644.28</b>	<b>1,900,249.94</b>	<b>(66,605.66)</b>	<b>3,886,319.46</b>	<b>4,001,130.74</b>	<b>(114,811.28)</b>	<b>3,859,497.36</b>	<b>26,822.10</b>	<b>0.69</b>
<b>Operating Expenses:</b>									
Salaries and wages	1,012,448.51	1,120,657.74	108,209.23	2,147,449.79	2,250,752.24	103,302.45	2,113,936.95	33,512.84	1.59
Benefits and payroll taxes	250,952.88	328,832.50	77,879.62	529,723.55	657,665.00	127,941.45	554,213.15	(24,489.60)	(4.42)
Supplies and food	155,875.41	160,341.80	4,466.39	319,058.89	320,683.60	1,624.71	286,461.60	32,597.29	11.38
Depreciation and amortization	80,510.55	83,823.24	3,312.69	158,919.95	167,646.48	8,726.53	157,533.88	1,386.07	0.88
Interest expense	46,971.93	46,254.58	(717.35)	96,235.33	92,509.16	(3,726.17)	106,845.12	(10,609.79)	(9.93)
Purchased services	191,669.97	193,906.43	2,236.46	369,818.76	387,812.86	17,994.10	405,393.68	(35,574.92)	(8.78)
Utilities	38,295.22	41,386.47	3,091.25	79,071.21	82,772.94	3,701.73	85,673.31	(6,602.10)	(7.71)
Bad debt expense	8,258.35	8,595.83	337.48	16,458.35	17,191.66	733.31	1,368.09	15,090.26	1,103.02
Insurance	18,726.66	18,591.66	(135.00)	37,453.34	37,183.32	(270.02)	25,328.35	12,124.99	47.87
Repairs and maintenance	7,773.51	12,061.68	4,288.17	14,169.65	24,123.36	9,953.71	24,742.68	(10,573.03)	(42.73)
Licenses	8,268.75	8,025.60	(243.15)	14,872.00	16,051.20	1,179.20	15,562.28	(690.28)	(4.44)
Advertising	5,524.23	3,845.01	(1,679.22)	9,107.44	7,690.02	(1,417.42)	7,627.55	1,479.89	19.40
Business taxes (includes SNA)	7,366.76	9,508.15	2,141.39	15,670.17	19,016.30	3,346.13	16,084.24	(414.07)	(2.57)
Travel and education	1,591.13	3,744.18	2,153.05	4,730.64	7,488.36	2,757.72	5,728.45	(997.81)	(17.42)
Dues and subscriptions	2,679.83	2,223.76	(456.07)	5,399.96	4,447.52	(952.44)	2,319.13	3,080.83	132.84
Miscellaneous	3,517.58	3,395.50	(122.08)	7,257.14	6,791.00	(466.14)	8,798.74	(1,541.60)	(17.52)
<b>Total Operating Expenses:</b>	<b>1,840,431.27</b>	<b>2,045,194.13</b>	<b>204,762.86</b>	<b>3,825,396.17</b>	<b>4,099,825.02</b>	<b>274,428.85</b>	<b>3,817,617.20</b>	<b>7,778.97</b>	<b>0.20</b>
<b>Inc (Loss) From Operations</b>	<b>(6,786.99)</b>	<b>(144,944.19)</b>	<b>138,157.20</b>	<b>60,923.29</b>	<b>(98,694.28)</b>	<b>159,617.57</b>	<b>41,880.16</b>	<b>19,043.13</b>	<b>45.47</b>
<b>Inc (Loss) Before Mgmt Fee</b>	<b>(6,786.99)</b>	<b>(144,944.19)</b>	<b>138,157.20</b>	<b>60,923.29</b>	<b>(98,694.28)</b>	<b>159,617.57</b>	<b>41,880.16</b>	<b>19,043.13</b>	<b>45.47</b>
<b>M&amp;M Mgmt Fee Rev(Exp)</b>									
Management fee revenue	74,419.42	79,762.54	(5,343.12)	156,318.90	167,741.46	(11,422.56)	162,594.87	(6,275.97)	(3.86)
Management fee expense	(74,419.42)	(79,762.54)	5,343.12	(156,318.90)	(167,741.46)	11,422.56	(162,594.87)	6,275.97	(3.86)
<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 2/1/2018 Through 2/28/2018

	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><u>=(6,786.99)</u></u>	<u><u>=(144,944.19)</u></u>	<u><u>=138,157.20</u></u>	<u><u>=60,923.29</u></u>	<u><u>=(98,694.28)</u></u>	<u><u>=159,617.57</u></u>	<u><u>=41,880.16</u></u>	<u><u>=19,043.13</u></u>	45.47

# Martha & Mary

## Statement of Revenues and Expenditures

### Lutheran Services

From 2/1/2018 Through 2/28/2018

	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
Operating and Support Revenue:									
Management Services	104,210.85	117,192.91	(12,982.06)	213,604.58	234,385.82	(20,781.24)	217,334.25	(3,729.67)	(1.72)
Other services and fees	11.93	0.00	11.93	21.93	0.00	21.93	0.00	21.93	100.00
Contributions	7,027.42	8,333.33	(1,305.91)	9,808.66	16,666.66	(6,858.00)	10,319.99	(511.33)	(4.95)
Grants	0.00	2,083.33	(2,083.33)	0.00	4,166.66	(4,166.66)	0.00	0.00	0.00
Investment Earnings	(6,087.48)	0.00	(6,087.48)	2.42	0.00	2.42	9,650.85	(9,648.43)	(99.97)
Interest income	9.07	0.00	9.07	18.87	0.00	18.87	15.50	3.37	21.74
Total Operating and Support Revenue:	105,171.79	127,609.57	(22,437.78)	223,456.46	255,219.14	(31,762.68)	237,320.59	(13,864.13)	(5.84)
Operating Expenses:									
Salaries and wages	121,345.57	130,536.60	9,191.03	251,776.10	261,073.20	9,297.10	221,639.75	30,136.35	13.60
Benefits and payroll taxes	30,498.74	34,394.26	3,895.52	63,067.02	68,788.52	5,721.50	56,005.34	7,061.68	12.61
Supplies and food	760.45	2,172.92	1,412.47	1,318.83	4,345.84	3,027.01	3,831.83	(2,513.00)	(65.58)
Depreciation and amortization	680.71	681.00	0.29	1,361.42	1,362.00	0.58	1,361.42	0.00	0.00
Interest expense	712.04	2,512.50	1,800.46	2,361.57	5,025.00	2,663.43	16,635.63	(14,274.06)	(85.80)
Purchased services	12,449.07	7,762.03	(4,687.04)	15,547.33	15,524.06	(23.27)	20,393.25	(4,845.92)	(23.76)
Utilities	0.00	83.33	83.33	108.53	166.66	58.13	200.68	(92.15)	(45.92)
Insurance	472.55	475.00	2.45	945.10	950.00	4.90	400.60	544.50	135.92
Licenses	110.75	16.67	(94.08)	110.75	33.34	(77.41)	115.75	(5.00)	(4.32)
Advertising	5,131.83	3,470.01	(1,661.82)	8,343.93	6,940.02	(1,403.91)	7,627.55	716.38	9.39
Business taxes (includes SNA)	1,299.46	1,425.00	125.54	2,713.74	2,850.00	136.26	2,801.75	(88.01)	(3.14)
Travel and education	5.91	450.00	444.09	5.91	900.00	894.09	379.68	(373.77)	(98.44)
Dues and subscriptions	0.00	221.67	221.67	650.00	443.34	(206.66)	60.00	590.00	983.33
Miscellaneous	367.00	537.50	170.50	955.98	1,075.00	119.02	(250.84)	1,206.82	(481.11)
Total Operating Expenses:	173,834.08	184,738.49	10,904.41	349,266.21	369,476.98	20,210.77	331,202.39	18,063.82	5.45
Inc (Loss) From Operations	(68,662.29)	(57,128.92)	(11,533.37)	(125,809.75)	(114,257.84)	(11,551.91)	(93,881.80)	(31,927.95)	34.01
Inc (Loss) Before Mgmt Fee	(68,662.29)	(57,128.92)	(11,533.37)	(125,809.75)	(114,257.84)	(11,551.91)	(93,881.80)	(31,927.95)	34.01
M&M Mgmt Fee Rev(Exp)	74,419.42	79,762.54	(5,343.12)	156,318.90	167,741.46	(11,422.56)	162,594.87	(6,275.97)	(3.86)
Management fee revenue	74,419.42	79,762.54	(5,343.12)	156,318.90	167,741.46	(11,422.56)	162,594.87	(6,275.97)	(3.86)
Total M&M Mgmt Fee Rev(Exp)									
Change in Net Assets	5,757.13	22,633.62	(16,876.49)	30,509.15	53,483.62	(22,974.47)	68,713.07	(38,203.92)	(55.60)

# **Martha & Mary**

## Statement of Revenues and Expenditures

### **Health Services**

From 2/1/2018 Through 2/28/2018

	Current Period Actual	Current Period Operating Budget	Current Period Budget - Variance - Operating Budget	Current Year Actual	YTD Budget - Operating Budget	Prior Year Actual	Current Year Change	Current Year % Change
<b>Operating and Support Revenue:</b>								
Resident care, net								
Private Resident Revenue	186,548.99	230,780.80	(44,231.81)	392,687.58	486,288.11	330,719.51	61,968.07	18.74
Third Party Insurance	0.00	0.00	0.00	0.00	0.00	20,989.34	(20,989.34)	(100.00)
Medicare A	309,778.09	330,351.22	(20,573.13)	609,955.11	696,097.23	698,496.68	(88,541.57)	(12.68)
Medicare Advantage	60,479.20	8,232.87	52,246.33	87,725.68	17,347.82	40,057.20	47,668.48	119.00
Managed Care/Insurance	23,810.12	33,136.31	(9,326.19)	59,098.27	69,822.94	0.00	59,098.27	100.00
Medicaid Pending	(14,672.46)	12,407.24	(27,079.70)	15,226.40	26,143.83	15,705.00	(478.60)	(3.05)
Medicare B	13,344.25	2,531.51	10,812.74	30,284.28	5,334.26	35,447.97	(5,163.69)	(14.57)
Medicaid Revenue	721,867.66	676,834.60	45,033.06	1,516,232.43	1,426,187.19	1,476,162.96	40,069.47	2.71
Hospice Revenue	32,335.71	31,038.41	1,297.30	76,326.92	65,402.36	87,966.28	(11,639.36)	(13.23)
Other Rev/Discounts or credits	(1,349.51)	0.00	(1,349.51)	(1,988.35)	0.00	(4,043.72)	2,055.37	(50.83)
Total Resident care, net	1,332,142.05	1,325,312.96	6,829.09	2,785,548.32	2,792,623.74	2,701,501.22	84,047.10	3.11
Prior Year Rev/Adj	(731.64)	0.00	(731.64)	798.64	0.00	(17,876.42)	18,675.06	(104.47)
Other services and fees	12,102.29	2,950.01	9,152.28	14,481.06	5,900.02	5,655.31	8,825.75	156.06
Rental income	0.00	0.00	0.00	0.00	0.00	420.00	(420.00)	(100.00)
Beauty and gift shops	8,326.92	9,333.33	(1,006.41)	17,286.11	18,666.66	8,252.15	9,033.96	109.47
Contributions	120.00	0.00	120.00	1,239.75	0.00	420.00	819.75	195.18
Interest income	308.71	250.00	58.71	628.20	500.00	873.47	(245.27)	(28.08)
NAC training	0.00	0.00	0.00	180.00	0.00	264.00	(84.00)	(31.82)
Total Operating and Support Revenue:	1,352,268.33	1,337,846.30	14,422.03	2,820,162.08	2,817,690.42	2,699,509.73	120,652.35	4.47
<b>Operating Expenses:</b>								
Salaries and wages	645,087.64	702,905.74	57,818.10	1,378,270.58	1,405,811.48	1,359,868.22	18,402.36	1.35
Benefits and payroll taxes	161,990.36	215,104.40	53,114.04	343,207.37	430,208.80	363,600.72	(20,393.35)	(5.61)
Supplies and food	134,263.35	140,461.68	6,198.33	280,060.31	280,923.36	244,194.44	35,865.87	14.69
Depreciation and amortization	65,702.85	68,132.49	2,429.64	129,563.58	136,264.98	127,385.37	2,178.21	1.71
Interest expense	39,690.10	39,437.50	(252.60)	79,450.69	78,875.00	81,233.78	(1,783.09)	(2.20)
Purchased services	169,096.01	176,901.44	7,805.43	337,867.80	353,802.88	354,678.50	(16,810.70)	(4.74)
Utilities	28,401.61	31,225.00	2,823.39	57,652.66	62,450.00	61,039.88	(3,387.22)	(5.55)
Bad debt expense	8,300.00	8,333.33	33.33	16,600.00	16,666.66	668.98	15,931.02	2,381.39
Insurance	13,028.49	13,041.66	13.17	26,056.98	26,083.32	22,535.99	3,520.99	15.62
Repairs and maintenance	6,922.02	9,874.99	2,952.97	11,868.76	19,749.98	20,251.09	(8,382.33)	(41.39)
Licenses	6,977.92	7,141.67	163.75	12,782.09	14,283.34	13,556.17	(774.08)	(5.71)
Advertising	392.40	375.00	(17.40)	763.51	750.00	0.00	763.51	100.00
Business taxes (includes SNA)	4,533.23	5,416.66	883.43	9,628.69	10,833.32	8,658.24	970.45	11.21
Travel and education	359.62	997.93	638.31	1,944.20	1,995.86	822.44	1,121.76	136.39
Dues and subscriptions	2,486.08	1,772.92	(713.16)	4,362.46	3,545.84	1,738.17	2,624.29	150.98

# Martha & Mary

## Statement of Revenues and Expenditures

### Health Services

From 2/1/2018 Through 2/28/2018

	Current Period Actual	Current Period Budget - 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
Total Operating Expenses:	<u>1,287,231.68</u>	<u>1,421,122.41</u>	<u>133,890.73</u>	<u>2,690,079.68</u>	<u>2,842,244.82</u>	<u>152,165.14</u>	<u>2,660,231.99</u>	<u>29,847.69</u>	<u>1.12</u>
Inc (Loss) From Operations	65,036.65	(83,276.11)	148,312.76	130,082.40	(24,554.40)	154,636.80	39,277.74	90,804.66	231.19
Inc (Loss) Before Mgmt Fee	65,036.65	(83,276.11)	148,312.76	130,082.40	(24,554.40)	154,636.80	39,277.74	90,804.66	231.19
M&M Mgmt Fee Rev(Exp)	(57,510.65)	(60,296.83)	2,786.18	(119,856.89)	(126,983.56)	7,126.67	(121,636.50)	1,779.61	(1.46)
Management fee expense	(57,510.65)	(60,296.83)	2,786.18	(119,856.89)	(126,983.56)	7,126.67	(121,636.50)	1,779.61	(1.46)
Total M&M Mgmt Fee Rev(Exp)									
Change in Net Assets	<u>7,526.00</u>	<u>(143,572.94)</u>	<u>151,098.94</u>	<u>10,225.51</u>	<u>(151,537.96)</u>	<u>161,763.47</u>	<u>(82,358.76)</u>	<u>92,584.27</u>	<u>(112.42)</u>

**Martha & Mary**  
Statement of Revenues and Expenditures  
Children's Services  
From 2/1/2018 Through 2/28/2018

	Current Period Actual	Current Period Budget - 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>									
Children's services									
Other Rev/Discounts or credits	(4,695.61)	(9,136.32)	4,440.71	(8,646.60)	(18,133.00)	9,486.40	(5,686.68)	(2,959.92)	52.05
Infants	29,122.70	30,250.80	(1,128.10)	63,592.44	64,569.00	(976.56)	53,629.89	9,962.55	18.58
Toddlers	54,622.19	53,273.05	1,349.14	120,564.09	115,969.35	4,594.74	116,168.24	4,395.85	3.78
Pre-school	109,641.00	116,063.75	(6,422.75)	237,041.20	249,055.65	(12,014.45)	208,660.54	28,380.66	13.60
Jr Kindergarten	0.00	0.00	0.00	(150.00)	0.00	(150.00)	0.00	(150.00)	(100.00)
School Age	64,214.12	63,124.50	1,089.62	135,429.54	138,486.50	(3,056.96)	133,378.71	2,050.83	1.54
Total Children's services	252,904.40	253,575.78	(671.38)	547,830.67	549,947.50	(2,116.83)	506,150.70	41,679.97	8.23
Other services and fees	9,463.56	7,810.00	1,653.56	20,886.74	15,800.00	5,086.74	22,784.41	(1,897.67)	(8.33)
Rental income	6,070.15	5,654.00	416.15	12,140.30	11,308.00	832.30	11,308.00	832.30	7.36
Contributions	264.44	0.00	264.44	955.44	0.00	955.44	1,500.00	(544.56)	(36.30)
Grants	3,285.71	0.00	3,285.71	3,466.07	0.00	3,466.07	10,452.90	(6,986.83)	(66.84)
Investment Earnings	(6,797.50)	0.00	(6,797.50)	(1,485.16)	0.00	(1,485.16)	8,484.06	(9,969.22)	(117.51)
Interest income	0.83	0.00	0.83	1.64	0.00	1.64	3.42	(1.78)	(52.05)
Total Operating and Support Revenue:	265,191.59	267,039.78	(1,848.19)	583,795.70	577,055.50	6,740.20	560,683.49	23,112.21	4.12
<b>Operating Expenses:</b>									
Salaries and wages	170,362.60	176,365.49	6,002.89	355,715.40	352,730.98	(2,984.42)	313,421.84	42,293.56	13.49
Benefits and payroll taxes	43,783.51	55,539.62	11,756.11	90,624.99	111,079.24	20,454.25	94,890.39	(4,265.40)	(4.50)
Supplies and food	20,172.16	17,082.20	(3,089.96)	36,657.89	34,164.40	(2,493.49)	38,018.92	(1,361.03)	(3.58)
Depreciation and amortization	12,322.11	13,356.25	1,034.14	24,385.17	26,712.50	2,327.33	25,664.09	(1,278.92)	(4.98)
Interest expense	4,178.85	2,329.99	(1,848.86)	9,957.07	4,659.98	(5,297.09)	4,599.67	5,357.40	116.47
Purchased services	7,390.58	4,655.36	(2,735.22)	10,885.03	9,310.72	(1,574.31)	13,449.13	(2,564.10)	(19.07)
Utilities	5,275.88	5,523.98	248.10	11,483.39	11,047.96	(435.43)	11,952.89	(469.50)	(3.93)
Bad debt expense	58.35	12.50	(45.85)	58.35	25.00	(33.35)	(367.33)	425.68	(115.88)
Insurance	3,683.98	3,800.01	116.03	7,367.96	7,600.02	232.06	1,065.41	6,302.55	591.56
Repairs and maintenance	435.71	1,278.36	842.65	1,621.99	2,556.72	934.73	1,879.51	(257.52)	(13.70)
Licenses	962.17	588.09	(374.08)	1,554.34	1,176.18	(378.16)	980.68	573.66	58.50
Business taxes (includes SNA)	0.00	591.66	591.66	0.00	1,183.32	1,183.32	0.00	0.00	0.00
Travel and education	436.63	275.42	(161.21)	1,200.88	550.84	(650.04)	724.54	476.34	65.74
Dues and subscriptions	0.00	20.84	20.84	0.00	41.68	41.68	0.00	0.00	0.00
Miscellaneous	2,142.58	1,850.00	(292.58)	4,285.16	3,700.00	(585.16)	2,913.58	1,371.58	47.08
Total Operating Expenses:	271,205.11	283,269.77	12,064.66	555,797.62	566,539.54	10,741.92	509,193.32	46,604.30	9.15
Inc (Loss) From Operations	(6,013.52)	(16,229.99)	10,216.47	27,998.08	10,515.96	17,482.12	51,490.17	(23,492.09)	(45.62)
Inc (Loss) Before Mgmt Fee	(6,013.52)	(16,229.99)	10,216.47	27,998.08	10,515.96	17,482.12	51,490.17	(23,492.09)	(45.62)
M&M Mgmt Fee Rev(Exp)									
Management fee expense	(11,517.31)	(11,349.20)	(168.11)	(24,811.28)	(24,524.88)	(286.40)	(24,974.53)	163.25	(0.65)

**Martha & Mary**  
Statement of Revenues and Expenditures  
Children's Services  
From 2/1/2018 Through 2/28/2018

	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)	(11,517.31)	(11,349.20)	(168.11)	(24,811.28)	(24,524.88)	(286.40)	(24,974.53)	163.25	(0.65)
Change in Net Assets	(17,530.83)	(27,579.19)	10,048.36	3,186.80	(14,008.92)	17,195.72	26,515.64	(23,328.84)	(87.98)

**Martha & Mary**  
Statement of Revenues and Expenditures  
Ebenezer Services  
From 2/1/2018 Through 2/28/2018

	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	488.00	533.33	(45.33)	988.00	1,066.66	(78.66)	917.00	71.00	7.74
Rental income	19,509.34	19,936.00	(426.66)	38,526.34	39,872.00	(1,345.66)	39,985.30	(1,458.96)	(3.65)
Investment Earnings	(11,257.48)	0.00	(11,257.48)	(2,459.62)	0.00	(2,459.62)	14,046.46	(16,506.08)	(117.51)
Interest income	0.02	0.00	0.02	0.03	0.00	0.03	0.03	0.00	0.00
Total Operating and Support Revenue:	8,739.88	20,469.33	(11,729.45)	37,054.75	40,938.66	(3,883.91)	54,948.79	(17,894.04)	(32.56)
<b>Operating Expenses:</b>									
Salaries and wages	2,834.51	3,394.44	559.93	5,863.95	6,788.88	924.93	3,257.86	2,606.09	79.99
Benefits and payroll taxes	478.09	425.51	(52.58)	960.64	851.02	(109.62)	857.77	102.87	11.99
Supplies and food	0.00	70.83	70.83	100.00	141.66	41.66	90.47	9.53	10.53
Depreciation and amortization	1,664.90	1,513.50	(151.40)	3,329.81	3,027.00	(302.81)	2,843.03	486.78	17.12
Interest expense	39.09	57.92	18.83	81.76	115.84	34.08	113.77	(32.01)	(28.14)
Purchased services	467.00	1,353.23	886.23	903.44	2,706.46	1,803.02	2,598.96	(1,695.52)	(65.24)
Utilities	4,366.92	4,212.49	(154.43)	9,297.48	8,424.98	(872.50)	9,969.85	(672.37)	(6.74)
Insurance	985.34	825.00	(160.34)	1,970.70	1,650.00	(320.70)	915.39	1,055.31	115.29
Repairs and maintenance	377.98	775.00	397.02	532.92	1,550.00	1,017.08	2,515.27	(1,982.35)	(78.81)
Licenses	0.00	29.17	29.17	0.00	58.34	58.34	179.20	(179.20)	(100.00)
Business taxes (includes SNA)	0.00	14.58	14.58	0.00	29.16	29.16	0.00	0.00	0.00
Total Operating Expenses:	11,213.83	12,671.67	1,457.84	23,040.70	25,343.34	2,302.64	23,341.57	(300.87)	(1.29)
Inc (Loss) From Operations	(2,473.95)	7,797.66	(10,271.61)	14,014.05	15,595.32	(1,581.27)	31,607.22	(17,593.17)	(55.66)
Inc (Loss) Before Mgmt Fee	(2,473.95)	7,797.66	(10,271.61)	14,014.05	15,595.32	(1,581.27)	31,607.22	(17,593.17)	(55.66)
M&M Mgmt Fee Rev(Exp)	(789.19)	(921.12)	131.93	(1,667.46)	(1,842.24)	174.78	(2,167.28)	499.82	(23.06)
Management fee expense	(789.19)	(921.12)	131.93	(1,667.46)	(1,842.24)	174.78	(2,167.28)	499.82	(23.06)
Total M&M Mgmt Fee Rev(Exp)	(789.19)	(921.12)	131.93	(1,667.46)	(1,842.24)	174.78	(2,167.28)	499.82	(23.06)
Change in Net Assets	(3,263.14)	6,876.54	(10,139.68)	12,346.59	13,753.08	(1,406.49)	29,439.94	(17,093.35)	(58.06)

**Martha & Mary**

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

**Home and Community Services**

From 2/1/2018 Through 2/28/2018

	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>									
Home & Comm. Services	98,098.40	133,401.74	(35,303.34)	211,342.25	280,981.13	(69,638.88)	247,513.47	(36,171.22)	(14.61)
Geriatric Care	4,462.20	13,808.22	(9,346.02)	10,860.29	29,095.89	(18,235.60)	59,204.29	(48,344.00)	(81.66)
Other services and fees	(289.05)	75.00	(364.05)	(353.22)	150.00	(503.22)	279.60	(632.82)	(226.33)
Interest income	1.14	0.00	1.14	1.15	0.00	1.15	37.40	(36.25)	(96.93)
Total Operating and Support Revenue:	102,272.69	147,284.96	(45,012.27)	221,850.47	310,227.02	(88,376.55)	307,034.76	(85,184.29)	(27.74)
<b>Operating Expenses:</b>									
Salaries and wages	72,818.19	107,455.47	34,637.28	155,823.76	224,347.70	68,523.94	215,749.28	(59,925.52)	(27.78)
Benefits and payroll taxes	14,202.18	23,368.71	9,166.53	31,863.53	46,737.42	14,873.89	38,858.93	(6,995.40)	(18.00)
Supplies and food	679.45	554.17	(125.28)	921.86	1,108.34	186.48	325.94	595.92	182.83
Depreciation and amortization	139.98	140.00	0.02	279.97	280.00	0.03	279.97	0.00	0.00
Interest expense	2,351.85	1,916.67	(435.18)	4,384.24	3,833.34	(550.90)	4,262.27	121.97	2.86
Purchased services	2,267.31	3,234.37	967.06	4,615.16	6,468.74	1,853.58	14,273.84	(9,658.68)	(67.67)
Utilities	250.81	341.67	90.86	529.15	683.34	154.19	2,510.01	(1,980.86)	(78.92)
Bad debt expense	(100.00)	250.00	350.00	(200.00)	500.00	700.00	1,066.44	(1,266.44)	(118.75)
Insurance	556.30	449.99	(106.31)	1,112.60	899.98	(212.62)	410.96	701.64	170.73
Repairs and maintenance	37.80	133.33	95.53	145.98	266.66	120.68	96.81	49.17	50.79
Licenses	217.91	250.00	32.09	424.82	500.00	75.18	730.48	(305.66)	(41.84)
Business taxes (includes SNA)	1,534.07	2,060.25	526.18	3,327.74	4,120.50	792.76	4,624.25	(1,296.51)	(28.04)
Travel and education	788.97	2,020.83	1,231.86	1,579.65	4,041.66	2,462.01	3,801.79	(2,222.14)	(58.45)
Dues and subscriptions	193.75	208.33	14.58	387.50	416.66	29.16	520.96	(133.46)	(25.62)
Miscellaneous	1,008.00	1,008.00	0.00	2,016.00	2,016.00	0.00	6,136.00	(4,120.00)	(67.14)
Total Operating Expenses:	96,946.57	143,391.79	46,445.22	207,211.96	296,220.34	89,008.38	293,647.93	(86,435.97)	(29.44)
Inc (Loss) From Operations	5,326.12	3,893.17	1,432.95	14,638.51	14,006.68	631.83	13,386.83	1,251.68	9.35
Inc (Loss) Before Mgmt Fee	5,326.12	3,893.17	1,432.95	14,638.51	14,006.68	631.83	13,386.83	1,251.68	9.35
M&M Mgmt Fee Rev(Exp)	(4,602.27)	(7,195.39)	2,593.12	(9,983.27)	(14,390.78)	4,407.51	(13,816.56)	3,833.29	(27.74)
Management fee expense	(4,602.27)	(7,195.39)	2,593.12	(9,983.27)	(14,390.78)	4,407.51	(13,816.56)	3,833.29	(27.74)
Total M&M Mgmt Fee Rev(Exp)				4,655.24	(384.10)	5,039.34	(429.73)	5,084.97	(1,183.29)
Change in Net Assets	723.85	(3,302.22)	4,026.07						