

MARTHA & MARYSM
CARING FOR CHILDREN AND SENIORS SINCE 1891

**Consolidated
Financial Statements**

April 30, 2018

BOARD OF TRUSTEES SUMMARY

Martha & Mary Lutheran Services
Financial Statement Summary for Board Review
For the Month and YTD Ending April 30, 2018

Attached to this summary you will find the financial statements for the month and YTD period ending April 30, 2018. Below are a few areas we would like to highlight:

Consolidated

- Cash on hand recurring goal of 90-days, cash increased in April to 68 days from 67 days in March.
- Net Income for the month was \$16,918.81 compared to a budget of \$(26,785.85).
- Total investment change for the month was \$(5,264) affecting all corporations. Average Quarterly fees are \$(3,720).
- Centurylink took over billing for telephone service from Level 3 and neglected to send statements since June 2017 affecting all corps. Impact to prior year was \$(16,490) and current year through April 2018 was \$(1,676).

Health Services

- Census for the month was 165.83, which is 2.33 over budget of 163.5.
- Net Income for the month was \$19,538.27 compared to a budget of \$(53,167.69).
- Revenue for Resident Care is showing \$(8,389) under budget for the month. Medicare census was under 5.97 residents per day with an impact of approximately \$(98,505).
- Expenses for April came in under budget at \$70,783.
 - Salaries and Benefits - \$7,860 under budget.
 - Repairs and maintenance are under budget \$5,743 due to project work to begin soon.

Children's Services

- Census for the month was 375 with a budget of 388 for all Centers. M&M Kids had a census of 157 with a budget of 161.
- Net income for the month was \$(22,629.06) with a budget of \$(9,055.14).
- Paylocity fees were timeclock charges that were reclassified from January forward contributed to the overage in Purchased Services of \$(1,362).
- Salaries, wages & benefits continue to have a variance. Researching each payroll to find the issue.

Home and Community Services

- Total units for the month were 4,206 with a budget of 5,992 for Health Home.
- Operating expenses continue to be under budget at \$28,914, which is in line with the revenue loss of \$(29,213).
- Overall At Home had net operating income of \$7,741. YTD operating income is \$35,614.

Ebenezer Services

- Two vacancies, unit B4 which maintenance is preparing. Second vacancy has a move in scheduled for 7/1/18.
- Net income for the month was \$6,196 compared to a budget of \$6,876.54.

Martha & Mary

Balance Sheet

As of 4/30/2018

	Current Month	Prior Month	Increase/ (Decrease)	Beginning Year Balance	YTD Change
Assets					
Current Assets					
Cash and cash equivalents					
Lutheran Services	1,420,147.27	1,388,149.42	31,997.85	1,065,730.85	354,416.42
Health Services	839,348.74	817,254.65	22,094.09	735,109.88	104,238.86
Children's Services	110,404.39	111,280.28	(875.89)	109,179.67	1,224.72
Ebenezer Services	166,604.09	155,015.04	11,589.05	135,878.13	30,725.96
Home and Community Services	77,832.51	73,275.65	4,556.86	86,866.08	(9,033.57)
Total Cash and cash equivalents	2,614,337.00	2,544,975.04	69,361.96	2,132,764.61	481,572.39
Accounts Receivable, less allowance for doubtful accounts					
Lutheran Services	41,886.67	35,467.45	6,419.22	60,811.19	(18,924.52)
Health Services	1,385,228.24	1,443,547.41	(58,319.17)	1,989,904.55	(604,676.31)
Children's Services	49,343.81	49,452.06	(108.25)	41,278.03	8,065.78
Home and Community Services	155,773.93	149,041.86	6,732.07	145,136.44	10,637.49
Total Accounts Receivable, less allowance for doubtful accounts	1,632,232.65	1,677,508.78	(45,276.13)	2,237,130.21	(604,897.56)
Accounts Receivable, collections					
Health Services	13,367.56	6,438.74	6,928.82	0.00	13,367.56
Total Accounts Receivable, collections	13,367.56	6,438.74	6,928.82	0.00	13,367.56
Other receivables					
Lutheran Services	394.12	636.42	(242.30)	8,131.19	(7,737.07)
Health Services	35,363.41	36,457.41	(1,094.00)	218,473.92	(183,110.51)
Children's Services	5,688.10	6,263.79	(575.69)	2,519.67	3,168.43
Total Other receivables	41,445.63	43,357.62	(1,911.99)	229,124.78	(187,679.15)
Prepaid Expense					
Lutheran Services	17,191.39	14,081.33	3,110.06	11,808.84	5,382.55
Health Services	184,632.36	135,136.06	49,496.30	130,723.49	53,908.87
Children's Services	15,796.46	20,672.57	(4,876.11)	26,148.63	(10,352.17)
Ebenezer Services	1,980.08	2,967.82	(987.74)	5,183.74	(3,203.66)
Home and Community Services	5,374.30	6,520.19	(1,145.89)	9,593.57	(4,219.27)
Total Prepaid Expense	224,974.59	179,377.97	45,596.62	183,458.27	41,516.32
Total Current Assets	4,526,357.43	4,451,658.15	74,699.28	4,782,477.87	(256,120.44)
Property and Equipment					
Lutheran Services	49,182.68	49,863.39	(680.71)	51,905.52	(2,722.84)
Health Services	6,575,486.53	6,592,637.25	(17,150.72)	6,723,629.51	(148,142.98)
Children's Services	1,731,803.20	1,742,192.43	(10,389.23)	1,773,682.93	(41,879.73)
Ebenezer Services	314,277.59	315,942.47	(1,664.88)	315,374.71	(1,097.12)
Home and Community Services	12,342.20	12,482.17	(139.97)	12,902.13	(559.93)
Total Property and Equipment	8,683,092.20	8,713,117.71	(30,025.51)	8,877,494.80	(194,402.60)
Other Assets					
Reserves and restricted deposits, net of current portion					
Health Services	821,482.62	803,513.14	17,969.48	814,537.14	6,945.48
Total Reserves and restricted deposits, net of current portion	821,482.62	803,513.14	17,969.48	814,537.14	6,945.48
Asset held in trust					
Health Services	950,136.66	950,136.66	0.00	952,422.16	(2,285.50)
Total Asset held in trust	950,136.66	950,136.66	0.00	952,422.16	(2,285.50)
Investments					
Lutheran Services	462,230.60	463,813.33	(1,582.73)	465,636.03	(3,405.43)
Health Services	158,458.92	158,458.92	0.00	0.00	158,458.92
Children's Services	405,111.93	406,499.55	(1,387.62)	408,121.31	(3,009.38)
Ebenezer Services	670,915.60	673,213.64	(2,298.04)	675,899.51	(4,983.91)

Martha & Mary

Balance Sheet

As of 4/30/2018

	Current Month	Prior Month	Increase/ (Decrease)	Beginning Year Balance	YTD Change
Total Investments	1,696,717.05	1,701,985.44	(5,268.39)	1,549,656.85	147,060.20
Loan and tax credit fees, net					
Health Services	40,054.47	40,175.11	(120.64)	40,537.03	(482.56)
Children's Services	15,761.59	15,884.72	(123.13)	16,254.11	(492.52)
Total Loan and tax credit fees, net	55,816.06	56,059.83	(243.77)	56,791.14	(975.08)
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	17,730.37	17,113.70	616.67	15,958.37	1,772.00
Total Resident funds held in trust	17,730.37	17,113.70	616.67	15,958.37	1,772.00
Total Other Assets	3,588,343.64	3,575,269.65	13,073.99	3,435,826.54	152,517.10
Total Assets	16,797,793.27	16,740,045.51	57,747.76	17,095,799.21	(298,005.94)
Liabilities					
Current Liabilities					
Accounts Payable					
Lutheran Services	12,138.13	20,072.10	(7,933.97)	13,791.16	(1,653.03)
Health Services	376,976.55	350,594.14	26,382.41	399,195.16	(22,218.61)
Children's Services	16,543.56	21,863.83	(5,320.27)	20,149.20	(3,605.64)
Ebenezer Services	1,208.95	1,176.57	32.38	3,072.99	(1,864.04)
Home and Community Services	713.93	937.51	(223.58)	897.87	(183.94)
Total Accounts Payable	407,581.12	394,644.15	12,936.97	437,106.38	(29,525.26)
Accrued payroll and related liabilities					
Lutheran Services	159,535.75	141,996.29	17,539.46	156,875.67	2,660.08
Health Services	633,979.88	631,849.97	2,129.91	854,048.90	(220,069.02)
Children's Services	123,687.96	104,627.37	19,060.59	126,656.18	(2,968.22)
Ebenezer Services	(718.69)	(784.36)	65.67	(67.06)	(651.63)
Home and Community Services	56,933.83	46,132.21	10,801.62	59,135.07	(2,201.24)
Total Accrued payroll and related liabilities	973,418.73	923,821.48	49,597.25	1,196,648.76	(223,230.03)
Other current liabilities					
Lutheran Services	1,646.92	1,279.16	367.76	1,499.69	147.23
Health Services	1,404.83	1,526.16	(121.33)	1,480.58	(75.75)
Children's Services	1,066.86	3,113.59	(2,046.73)	1,673.06	(606.20)
Ebenezer Services	10,800.00	10,455.73	344.27	10,053.86	746.14
Home and Community Services	14,514.42	17,031.28	(2,516.86)	16,815.35	(2,300.93)
Total Other current liabilities	29,433.03	33,405.92	(3,972.89)	31,522.54	(2,089.51)
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	(834,372.20)	(839,022.68)	4,650.48	(1,090,091.42)	255,719.22
Health Services	834,372.20	839,022.68	(4,650.48)	1,102,175.33	(267,803.13)
Children's Services	0.00	0.00	0.00	(25,433.81)	25,433.81
Ebenezer Services	0.00	0.00	0.00	914.06	(914.06)
Home and Community Services	0.00	0.00	0.00	12,435.84	(12,435.84)
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
Resident funds held in trust					
Health Services	17,730.37	17,113.70	616.67	15,958.37	1,772.00

Martha & Mary

Balance Sheet

As of 4/30/2018

	<u>Current Month</u>	<u>Prior Month</u>	<u>Increase/ (Decrease)</u>	<u>Beginning Year Balance</u>	<u>YTD Change</u>
Total Resident funds held in trust	<u>17,730.37</u>	<u>17,113.70</u>	<u>616.67</u>	<u>15,958.37</u>	<u>1,772.00</u>
Total Current Liabilities	<u>1,833,962.40</u>	<u>1,774,784.40</u>	<u>59,178.00</u>	<u>2,087,035.20</u>	<u>(253,072.80)</u>
Deferred revenue					
Children's Services	<u>12,634.62</u>	<u>13,395.72</u>	<u>(761.10)</u>	<u>17,141.09</u>	<u>(4,506.47)</u>
Total Deferred revenue	<u>12,634.62</u>	<u>13,395.72</u>	<u>(761.10)</u>	<u>17,141.09</u>	<u>(4,506.47)</u>
Long Term Debt, net of current portion					
Health Services	<u>13,040,850.74</u>	<u>13,064,325.36</u>	<u>(23,474.62)</u>	<u>13,134,334.59</u>	<u>(93,483.85)</u>
Children's Services	<u>660,731.83</u>	<u>667,371.18</u>	<u>(6,639.35)</u>	<u>687,306.73</u>	<u>(26,574.90)</u>
Total Long Term Debt, net of current portion	<u>13,701,582.57</u>	<u>13,731,696.54</u>	<u>(30,113.97)</u>	<u>13,821,641.32</u>	<u>(120,058.75)</u>
Total Liabilities	<u>15,548,179.59</u>	<u>15,519,876.66</u>	<u>28,302.93</u>	<u>15,925,817.61</u>	<u>(377,638.02)</u>
Net Assets					
Net Assets					
Lutheran Services	<u>2,698,545.01</u>	<u>2,674,147.35</u>	<u>24,397.66</u>	<u>2,628,409.40</u>	<u>70,135.61</u>
Health Services	<u>(4,207,518.21)</u>	<u>(4,227,056.48)</u>	<u>19,538.27</u>	<u>(4,209,390.40)</u>	<u>1,872.19</u>
Children's Services	<u>1,436,939.02</u>	<u>1,459,568.08</u>	<u>(22,629.06)</u>	<u>1,467,386.27</u>	<u>(30,447.25)</u>
Ebenezer Services	<u>1,142,487.10</u>	<u>1,136,291.03</u>	<u>6,196.07</u>	<u>1,118,362.24</u>	<u>24,124.86</u>
Home and Community Services	<u>179,160.76</u>	<u>177,218.87</u>	<u>1,941.89</u>	<u>165,214.09</u>	<u>13,946.67</u>
Total Net Assets	<u>1,249,613.68</u>	<u>1,220,168.85</u>	<u>29,444.83</u>	<u>1,169,981.60</u>	<u>79,632.08</u>
Total Net Assets	<u>1,249,613.68</u>	<u>1,220,168.85</u>	<u>29,444.83</u>	<u>1,169,981.60</u>	<u>79,632.08</u>
Total Liabilities and Net Assets	<u>16,797,793.27</u>	<u>16,740,045.51</u>	<u>57,747.76</u>	<u>17,095,799.21</u>	<u>(298,005.94)</u>

Martha & Mary
Statement of Revenues and Expenditures (Consolidated)
From 4/1/2018 Through 4/30/2018

	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:									
Resident care, net	1,414,311.75	1,419,978.15	(5,666.40)	5,606,170.03	5,679,912.67	(73,742.64)	5,585,500.58	20,669.45	0.37
Home & Comm. Services	128,828.91	157,648.03	(28,819.12)	480,391.87	630,592.11	(150,200.24)	626,554.11	(146,162.24)	(23.33)
Children's services	266,547.88	272,854.04	(6,306.16)	1,102,806.52	1,117,565.78	(14,759.26)	1,045,838.17	56,968.35	5.45
Management Services	115,373.57	117,192.91	(1,819.34)	447,399.83	468,771.64	(21,371.81)	437,621.87	9,777.96	2.23
Other services and fees	17,596.03	11,436.34	6,159.69	67,709.46	45,901.36	21,808.10	55,492.13	12,217.33	22.02
Rental income	26,006.15	25,590.00	416.15	100,840.94	102,360.00	(1,519.06)	100,907.74	(66.80)	(0.07)
Beauty and gift shops	8,889.44	9,333.33	(443.89)	35,049.12	37,333.32	(2,284.20)	25,811.56	9,237.56	35.79
Contributions	1,890.40	8,333.33	(6,442.93)	23,083.79	33,333.32	(10,249.53)	19,593.92	3,489.87	17.81
Grants	761.10	2,083.33	(1,322.23)	4,506.47	8,333.32	(3,826.85)	11,300.97	(6,794.50)	(60.12)
Interest income	417.93	250.00	167.93	1,469.10	1,000.00	469.10	1,751.70	(282.60)	(16.13)
NAC training	270.00	0.00	270.00	5,926.93	6,250.00	(323.07)	10,248.33	(4,321.40)	(42.17)
Total Operating and Support Revenue:	1,980,893.16	2,024,699.46	(43,806.30)	7,875,354.06	8,131,353.52	(255,999.46)	7,920,621.08	(45,267.02)	(0.57)
Operating Expenses:									
Salaries and wages	1,109,985.06	1,126,948.92	16,963.86	4,400,506.38	4,507,795.66	107,289.28	4,377,234.27	23,272.11	0.53
Benefits and payroll taxes	292,066.48	328,832.50	36,766.02	1,113,945.47	1,315,330.00	201,384.53	1,125,456.50	(11,511.03)	(1.02)
Supplies and food	154,422.26	160,341.80	5,919.54	640,482.71	641,367.20	884.49	605,519.84	34,962.87	5.77
Depreciation and amortization	80,605.58	83,823.24	3,217.66	319,812.12	335,292.96	15,480.84	314,827.90	4,984.22	1.58
Interest expense	46,319.44	46,254.58	(64.86)	188,697.89	185,018.32	(3,679.57)	211,894.79	(23,196.90)	(10.95)
Purchased services	170,413.37	193,906.43	23,493.06	729,113.10	775,625.72	46,512.62	797,765.85	(68,652.75)	(8.61)
Utilities	44,255.66	41,386.47	(2,869.19)	157,949.34	165,545.88	7,596.54	172,093.85	(14,144.51)	(8.22)
Bad debt expense	7,966.60	8,595.83	629.23	32,624.95	34,383.32	1,758.37	4,598.45	28,026.50	609.48
Insurance	18,726.65	18,591.66	(134.99)	74,906.47	74,366.64	(539.83)	55,923.30	18,983.17	33.95
Repairs and maintenance	6,469.22	12,061.68	5,592.46	26,312.81	48,246.72	21,933.91	46,201.65	(19,888.84)	(43.05)
Licenses	7,383.87	8,025.60	641.73	29,478.57	32,102.40	2,623.83	31,476.58	(1,998.01)	(6.35)
Advertising	704.05	3,845.01	3,140.96	10,746.30	15,380.04	4,633.74	12,493.62	(1,747.32)	(13.99)
Business taxes (includes SNA)	9,001.82	9,508.15	506.33	35,037.93	38,032.60	2,994.67	36,103.65	(1,065.72)	(2.95)
Travel and education	2,905.79	3,744.18	838.39	12,843.05	14,976.72	2,133.67	14,746.63	(1,903.58)	(12.91)
Dues and subscriptions	3,227.67	2,223.76	(1,003.91)	11,942.81	8,895.04	(3,047.77)	7,727.63	4,215.18	54.55
Miscellaneous	4,256.55	3,395.50	(861.05)	15,488.94	13,582.00	(1,906.94)	15,327.77	161.17	1.05
Total Operating Expenses:	1,958,710.07	2,051,485.31	92,775.24	7,799,888.84	8,205,941.22	406,052.38	7,829,392.28	(29,503.44)	(0.38)
Inc (Loss) From Operations	22,183.09	(26,785.85)	48,968.94	75,465.22	(74,587.70)	150,052.92	91,228.80	(15,763.58)	(17.28)
Non-Operating Revenue (Expenses):									
Gain (Loss) on investments	(1,535.71)	0.00	(1,535.71)	(3,959.71)	0.00	(3,959.71)	0.00	(3,959.71)	(100.00)
Investment Earnings	4.11	0.00	4.11	(1,540.68)	0.00	(1,540.68)	53,850.82	(55,391.50)	(102.86)
Investment Fees	(3,732.68)	0.00	(3,732.68)	(7,439.01)	0.00	(7,439.01)	0.00	(7,439.01)	(100.00)
Gain (Loss) on disposal of assets	0.00	0.00	0.00	0.00	0.00	0.00	200.00	(200.00)	(100.00)

Martha & Mary
Statement of Revenues and Expenditures (Consolidated)
From 4/1/2018 Through 4/30/2018

	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
Misc non-operating revenue (expense)	0.00	0.00	0.00	0.00	0.00	0.00	118.60	(118.60)	(100.00)
Change in Trust	0.00	0.00	0.00	0.00	0.00	0.00	49,667.90	(49,667.90)	(100.00)
Total Non-Operating Revenue (Expenses):	<u>(5,264.28)</u>	<u>0.00</u>	<u>(5,264.28)</u>	<u>(12,939.40)</u>	<u>0.00</u>	<u>(12,939.40)</u>	<u>103,837.32</u>	<u>(116,776.72)</u>	<u>(112.46)</u>
Inc (Loss) Before Mgmt Fee M&M Mgmt Fee Rev(Exp)	16,918.81	(26,785.85)	43,704.66	62,525.82	(74,587.70)	137,113.52	195,066.12	(132,540.30)	(67.95)
Management fee revenue	80,169.08	84,844.69	(4,675.61)	316,825.54	340,496.74	(23,671.20)	336,232.45	(19,406.91)	(5.77)
Management fee expense	<u>(80,169.08)</u>	<u>(84,844.69)</u>	<u>4,675.61</u>	<u>(316,825.54)</u>	<u>(340,496.74)</u>	<u>23,671.20</u>	<u>(336,232.45)</u>	<u>19,406.91</u>	<u>(5.77)</u>
Total M&M Mgmt Fee Rev(Exp)	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Change in Net Assets	<u>16,918.81</u>	<u>(26,785.85)</u>	<u>43,704.66</u>	<u>62,525.82</u>	<u>(74,587.70)</u>	<u>137,113.52</u>	<u>195,066.12</u>	<u>(132,540.30)</u>	<u>(67.95)</u>

Martha & Mary

Statement of Revenues and Expenditures
Lutheran Services

From 4/1/2018 Through 4/30/2018

	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
Management fee revenue	80,169.08	84,844.69	(4,675.61)	316,825.54	340,496.74	(23,671.20)	336,232.45	(19,406.91)	(5.77)
Total M&M Mgmt Fee Rev(Exp)	80,169.08	84,844.69	(4,675.61)	316,825.54	340,496.74	(23,671.20)	336,232.45	(19,406.91)	(5.77)
Change in Net Assets	9,545.16	27,715.77	(18,170.61)	46,748.41	111,981.06	(65,232.65)	124,276.81	(77,528.40)	(62.38)

Martha & Mary

Statement of Revenues and Expenditures
Health Services

From 4/1/2018 Through 4/30/2018

	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:									
Resident care, net									
Private Resident Revenue	237,385.56	247,265.14	(9,879.58)	857,545.86	989,060.56	(131,514.70)	896,856.76	(39,310.90)	(4.38)
Third Party Insurance	0.00	0.00	0.00	0.00	0.00	0.00	50,806.46	(50,806.46)	(100.00)
Medicare A	255,067.86	353,947.74	(98,879.88)	1,091,788.52	1,415,790.98	(324,002.46)	1,314,415.66	(222,627.14)	(16.94)
Medicare Advantage	28,554.84	8,820.93	19,733.91	182,845.13	35,283.70	147,561.43	44,674.48	138,170.65	309.28
Managed Care/Insurance	36,812.87	35,503.19	1,309.68	124,203.64	142,012.76	(17,809.12)	1,842.00	122,361.64	6,642.87
Medicaid Pending	1,556.17	13,293.47	(11,737.30)	44,571.32	53,173.89	(8,602.57)	10,958.36	33,612.96	306.73
Medicare B	19,225.41	2,712.32	16,513.09	66,281.58	10,849.33	55,432.25	62,945.70	3,335.88	5.30
Medicaid Revenue	799,772.77	725,179.92	74,592.85	3,107,911.06	2,900,719.70	207,191.36	3,013,102.97	94,808.09	3.15
Hospice Revenue	36,604.60	33,255.44	3,349.16	150,991.25	133,021.75	17,969.50	180,570.84	(29,579.59)	(16.38)
Other Rev/Discounts or credits	(3,390.48)	0.00	(3,390.48)	(11,384.04)	0.00	(11,384.04)	32,763.93	(44,147.97)	(134.75)
Total Resident care, net	1,411,589.60	1,419,978.15	(8,388.55)	5,614,754.32	5,679,912.67	(65,158.35)	5,608,937.16	5,817.16	0.10
Prior Year Rev/Adj	3,241.63	0.00	3,241.63	(8,064.81)	0.00	(8,064.81)	(23,436.58)	15,371.77	(65.59)
Other services and fees	6,553.36	2,950.01	3,603.35	23,335.54	11,800.04	11,535.50	13,131.10	10,204.44	77.71
Rental income	0.00	0.00	0.00	0.00	0.00	0.00	1,260.00	(1,260.00)	(100.00)
Beauty and gift shops	8,889.44	9,333.33	(443.89)	35,049.12	37,333.32	(2,284.20)	25,811.56	9,237.56	35.79
Contributions	120.00	0.00	120.00	3,650.40	0.00	3,650.40	1,070.00	2,580.40	241.16
Interest income	403.65	250.00	153.65	1,418.18	1,000.00	418.18	1,674.93	(256.75)	(15.33)
NAC training	270.00	0.00	270.00	5,926.93	6,250.00	(323.07)	10,248.33	(4,321.40)	(42.17)
Total Operating and Support Revenue:	1,431,067.68	1,432,511.49	(1,443.81)	5,676,069.68	5,736,296.03	(60,226.35)	5,638,696.50	37,373.18	0.66
Operating Expenses:									
Salaries and wages	695,045.72	702,905.74	7,860.02	2,786,125.71	2,811,622.96	25,497.25	2,799,733.51	(13,607.80)	(0.49)
Benefits and payroll taxes	185,766.29	215,104.40	29,338.11	717,063.75	860,417.60	143,353.85	734,077.41	(17,013.66)	(2.32)
Supplies and food	135,970.81	140,461.68	4,490.87	562,307.28	561,846.72	(460.56)	513,601.23	48,706.05	9.48
Depreciation and amortization	65,811.17	68,132.49	2,321.32	260,942.08	272,529.96	11,587.88	254,454.42	6,487.66	2.55
Interest expense	39,565.56	39,437.50	(128.06)	158,373.68	157,750.00	(623.68)	162,064.00	(3,690.32)	(2.28)
Purchased services	153,850.99	176,901.44	23,050.45	659,735.41	707,605.76	47,870.35	703,134.65	(43,399.24)	(6.17)
Utilities	32,712.82	31,225.00	(1,487.82)	113,570.40	124,900.00	11,329.60	124,828.28	(11,257.88)	(9.02)
Bad debt expense	8,300.00	8,333.33	33.33	33,200.00	33,333.32	133.32	3,035.75	30,164.25	993.63
Insurance	13,028.49	13,041.66	13.17	52,113.98	52,166.64	52.66	46,106.76	6,007.22	13.03
Repairs and maintenance	4,131.33	9,874.99	5,743.66	20,834.23	39,499.96	18,665.73	39,559.62	(18,725.39)	(47.33)
Licenses	6,509.67	7,141.67	632.00	25,560.38	28,566.68	3,006.30	27,783.03	(2,222.65)	(8.00)
Advertising	343.35	375.00	31.65	1,352.11	1,500.00	147.89	0.00	1,352.11	100.00
Business taxes (includes SNA)	5,174.09	5,416.66	242.57	19,968.80	21,666.64	1,697.84	18,739.50	1,229.30	6.56
Travel and education	1,516.10	997.93	(518.17)	6,228.69	3,991.72	(2,236.97)	3,942.57	2,286.12	57.99
Dues and subscriptions	2,613.33	1,772.92	(840.41)	9,779.74	7,091.68	(2,688.06)	6,626.56	3,153.18	47.58

Martha & Mary

Statement of Revenues and Expenditures
Health Services

From 4/1/2018 Through 4/30/2018

	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 Operating Expenses:	<u>1,350,339.72</u>	<u>1,421,122.41</u>	<u>70,782.69</u>	<u>5,427,156.24</u>	<u>5,684,489.64</u>	<u>257,333.40</u>	<u>5,437,687.29</u>	<u>(10,531.05)</u>	<u>(0.19)</u>
Inc (Loss) From Operations	80,727.96	11,389.08	69,338.88	248,913.44	51,806.39	197,107.05	201,009.21	47,904.23	23.83
Non-Operating Revenue (Expenses):									
Investment Earnings	0.00	0.00	0.00	(1,465.77)	0.00	(1,465.77)	1,221.52	(2,687.29)	(220.00)
Misc non-operating revenue (expense)	0.00	0.00	0.00	0.00	0.00	0.00	118.60	(118.60)	(100.00)
Change in Trust	0.00	0.00	0.00	0.00	0.00	0.00	49,667.90	(49,667.90)	(100.00)
Total Non-Operating Revenue (Expenses):	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>(1,465.77)</u>	<u>0.00</u>	<u>(1,465.77)</u>	<u>51,008.02</u>	<u>(52,473.79)</u>	<u>(102.87)</u>
Inc (Loss) Before Mgmt Fee M&M Mgmt Fee Rev(Exp)	80,727.96	11,389.08	69,338.88	247,447.67	51,806.39	195,641.28	252,017.23	(4,569.56)	(1.81)
Management fee expense	(61,189.69)	(64,556.77)	3,367.08	(241,539.98)	(258,227.06)	16,687.08	(252,230.95)	10,690.97	(4.24)
Total M&M Mgmt Fee Rev(Exp)	<u>(61,189.69)</u>	<u>(64,556.77)</u>	<u>3,367.08</u>	<u>(241,539.98)</u>	<u>(258,227.06)</u>	<u>16,687.08</u>	<u>(252,230.95)</u>	<u>10,690.97</u>	<u>(4.24)</u>
Change in Net Assets	<u>19,538.27</u>	<u>(53,167.69)</u>	<u>72,705.96</u>	<u>5,907.69</u>	<u>(206,420.67)</u>	<u>212,328.36</u>	<u>(213.72)</u>	<u>6,121.41</u>	<u>(2,864.22)</u>

Martha & Mary
Statement of Revenues and Expenditures
Children's Services
From 4/1/2018 Through 4/30/2018

	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
Operating and Support Revenue:									
Children's services									
Other Rev/Discounts or credits	(9,875.10)	(9,033.16)	(841.94)	(24,255.99)	(36,099.92)	11,843.93	(13,426.01)	(10,829.98)	80.66
Infants	30,731.33	32,415.40	(1,684.07)	125,006.64	131,213.80	(6,207.16)	107,702.81	17,303.83	16.07
Toddlers	59,161.23	57,726.00	1,435.23	244,866.15	233,764.30	11,101.85	244,310.78	555.37	0.23
Pre-school	122,248.70	126,522.80	(4,274.10)	486,625.61	508,334.60	(21,708.99)	438,601.15	48,024.46	10.95
Jr Kindergarten	0.00	0.00	0.00	(150.00)	0.00	(150.00)	0.00	(150.00)	(100.00)
School Age	61,955.24	65,223.00	(3,267.76)	268,468.67	280,353.00	(11,884.33)	268,649.44	(180.77)	(0.07)
Total Children's services	264,221.40	272,854.04	(8,632.64)	1,100,561.08	1,117,565.78	(17,004.70)	1,045,838.17	54,722.91	5.23
Other services and fees	10,313.72	7,878.00	2,435.72	41,230.64	31,668.00	9,562.64	39,951.78	1,278.86	3.20
Rental income	6,070.15	5,654.00	416.15	24,280.60	22,616.00	1,664.60	22,616.00	1,664.60	7.36
Contributions	0.00	0.00	0.00	5,462.00	0.00	5,462.00	5,027.00	435.00	8.65
Grants	761.10	0.00	761.10	4,506.47	0.00	4,506.47	11,300.97	(6,794.50)	(60.12)
Interest income	1.05	0.00	1.05	3.74	0.00	3.74	6.34	(2.60)	(41.01)
Total Operating and Support Revenue:	<u>281,367.42</u>	<u>286,386.04</u>	<u>(5,018.62)</u>	<u>1,176,044.53</u>	<u>1,171,849.78</u>	<u>4,194.75</u>	<u>1,124,740.26</u>	<u>51,304.27</u>	<u>4.56</u>
Operating Expenses:									
Salaries and wages	187,225.74	176,365.49	(10,860.25)	741,312.83	705,461.96	(35,850.87)	664,279.56	77,033.27	11.60
Benefits and payroll taxes	50,283.28	55,539.62	5,256.34	191,909.56	222,158.48	30,248.92	192,222.83	(313.27)	(0.16)
Supplies and food	15,691.96	17,082.20	1,390.24	71,979.35	68,328.80	(3,650.55)	83,608.40	(11,629.05)	(13.91)
Depreciation and amortization	12,308.85	13,356.25	1,047.40	48,927.67	53,425.00	4,497.33	51,384.88	(2,457.21)	(4.78)
Interest expense	3,726.04	2,329.99	(1,396.05)	17,365.22	9,319.96	(8,045.26)	9,046.50	8,318.72	91.96
Purchased services	6,017.23	4,655.36	(1,361.87)	23,465.89	18,621.44	(4,844.45)	23,569.80	(103.91)	(0.44)
Utilities	6,071.88	5,523.98	(547.90)	23,802.28	22,095.92	(1,706.36)	23,837.51	(35.23)	(0.15)
Bad debt expense	(233.40)	12.50	245.90	(175.05)	50.00	225.05	(319.90)	144.85	(45.28)
Insurance	3,683.97	3,800.01	116.04	14,735.75	15,200.04	464.29	6,305.89	8,429.86	133.68
Repairs and maintenance	1,952.82	1,278.36	(674.46)	4,255.42	5,113.44	858.02	3,200.16	1,055.26	32.98
Licenses	626.01	588.09	(37.92)	2,772.52	2,352.36	(420.16)	1,945.20	827.32	42.53
Business taxes (includes SNA)	337.01	591.66	254.65	2,295.63	2,366.64	71.01	1,816.97	478.66	26.34
Travel and education	513.73	275.42	(238.31)	2,049.03	1,101.68	(947.35)	1,325.58	723.45	54.58
Dues and subscriptions	132.91	20.84	(112.07)	132.91	83.36	(49.55)	132.61	0.30	0.23
Miscellaneous	2,142.58	1,850.00	(292.58)	8,570.32	7,400.00	(1,170.32)	6,884.32	1,686.00	24.49
Total Operating Expenses:	<u>290,480.61</u>	<u>283,269.77</u>	<u>(7,210.84)</u>	<u>1,153,399.33</u>	<u>1,133,079.08</u>	<u>(20,320.25)</u>	<u>1,069,240.31</u>	<u>84,159.02</u>	<u>7.87</u>
Inc (Loss) From Operations	(9,113.19)	3,116.27	(12,229.46)	22,645.20	38,770.70	(16,125.50)	55,499.95	(32,854.75)	(59.20)
Non-Operating Revenue (Expenses):									
Gain (Loss) on investments	(404.56)	0.00	(404.56)	(1,050.18)	0.00	(1,050.18)	0.00	(1,050.18)	(100.00)
Investment Earnings	0.00	0.00	0.00	0.00	0.00	0.00	12,997.65	(12,997.65)	(100.00)
Investment Fees									

Martha & Mary
Statement of Revenues and Expenditures
Children's Services
From 4/1/2018 Through 4/30/2018

	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
Investment Fees									
Total Investment Fees	(983.06)	0.00	(983.06)	(1,959.20)	0.00	(1,959.20)	0.00	(1,959.20)	(100.00)
Total Non-Operating Revenue (Expenses):	(983.06)	0.00	(983.06)	(1,959.20)	0.00	(1,959.20)	0.00	(1,959.20)	(100.00)
	(1,387.62)	0.00	(1,387.62)	(3,009.38)	0.00	(3,009.38)	12,997.65	(16,007.03)	(123.15)
Inc (Loss) Before Mgmt Fee M&M Mgmt Fee Rev(Exp)	(10,500.81)	3,116.27	(13,617.08)	19,635.82	38,770.70	(19,134.88)	68,497.60	(48,861.78)	(71.33)
Management fee expense	(12,128.25)	(12,171.41)	43.16	(50,083.07)	(49,803.64)	(279.43)	(51,174.73)	1,091.66	(2.13)
Total M&M Mgmt Fee Rev(Exp)	(12,128.25)	(12,171.41)	43.16	(50,083.07)	(49,803.64)	(279.43)	(51,174.73)	1,091.66	(2.13)
Change in Net Assets	(22,629.06)	(9,055.14)	(13,573.92)	(30,447.25)	(11,032.94)	(19,414.31)	17,322.87	(47,770.12)	(275.76)

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

From 4/1/2018 Through 4/30/2018

	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:									
Prior Year Rev/Adj	(354.23)	0.00	(354.23)	(354.23)	0.00	(354.23)	0.00	(354.23)	(100.00)
Home & Comm. Services	121,744.18	142,853.51	(21,109.33)	456,212.38	571,414.03	(115,201.65)	518,095.19	(61,882.81)	(11.94)
Geriatric Care	7,084.73	14,794.52	(7,709.79)	24,179.49	59,178.08	(34,998.59)	108,458.92	(84,279.43)	(77.71)
Other services and fees	34.95	75.00	(40.05)	1,094.68	300.00	794.68	524.25	570.43	108.81
Interest income	0.02	0.00	0.02	3.52	0.00	3.52	37.41	(33.89)	(90.59)
Total Operating and Support Revenue:	128,509.65	157,723.03	(29,213.38)	481,135.84	630,892.11	(149,756.27)	627,115.77	(145,979.93)	(23.28)
Operating Expenses:									
Salaries and wages	92,572.58	113,746.65	21,174.07	336,507.79	454,986.58	118,478.79	442,900.48	(106,392.69)	(24.02)
Benefits and payroll taxes	18,091.98	23,368.71	5,276.73	67,733.62	93,474.84	25,741.22	80,852.59	(13,118.97)	(16.23)
Supplies and food	55.59	554.17	498.58	1,458.30	2,216.68	758.38	1,648.39	(190.09)	(11.53)
Depreciation and amortization	139.97	140.00	0.03	559.93	560.00	0.07	559.93	0.00	0.00
Interest expense	2,372.42	1,916.67	(455.75)	8,938.59	7,666.68	(1,271.91)	8,589.75	348.84	4.06
Purchased services	1,924.77	3,234.37	1,309.60	8,951.39	12,937.48	3,986.09	23,028.91	(14,077.52)	(61.13)
Utilities	751.76	341.67	(410.09)	1,678.46	1,366.68	(311.78)	4,290.58	(2,612.12)	(60.88)
Bad debt expense	(100.00)	250.00	350.00	(400.00)	1,000.00	1,400.00	1,882.60	(2,282.60)	(121.25)
Insurance	556.30	449.99	(106.31)	2,225.20	1,799.96	(425.24)	895.34	1,329.86	148.53
Repairs and maintenance	64.50	133.33	68.83	247.72	533.32	285.60	476.33	(228.61)	(47.99)
Licenses	216.91	250.00	33.09	1,003.64	1,000.00	(3.64)	1,422.12	(418.48)	(29.43)
Business taxes (includes SNA)	1,932.96	2,060.25	127.29	7,222.29	8,241.00	1,018.71	9,486.46	(2,264.17)	(23.87)
Travel and education	869.96	2,020.83	1,150.87	4,470.75	8,083.32	3,612.57	8,920.65	(4,449.90)	(49.88)
Dues and subscriptions	183.11	208.33	25.22	764.36	833.32	68.96	908.46	(144.10)	(15.86)
Miscellaneous	1,136.08	1,008.00	(128.08)	4,160.08	4,032.00	(128.08)	8,992.00	(4,831.92)	(53.74)
Total Operating Expenses:	120,768.89	149,682.97	28,914.08	445,522.12	598,731.86	153,209.74	594,854.59	(149,332.47)	(25.10)
Inc (Loss) From Operations	7,740.76	8,040.06	(299.30)	35,613.72	32,160.25	3,453.47	32,261.18	3,352.54	10.39
Inc (Loss) Before Mgmt Fee	7,740.76	8,040.06	(299.30)	35,613.72	32,160.25	3,453.47	32,261.18	3,352.54	10.39
M&M Mgmt Fee Rev(Exp)									
Management fee expense	(5,798.87)	(7,195.39)	1,396.52	(21,667.05)	(28,781.56)	7,114.51	(28,219.81)	6,552.76	(23.22)
Total M&M Mgmt Fee Rev(Exp)	(5,798.87)	(7,195.39)	1,396.52	(21,667.05)	(28,781.56)	7,114.51	(28,219.81)	6,552.76	(23.22)
Change in Net Assets	1,941.89	844.67	1,097.22	13,946.67	3,378.69	10,567.98	4,041.37	9,905.30	245.10

Martha & Mary
Statement of Revenues and Expenditures
Ebenezer Services
From 4/1/2018 Through 4/30/2018

	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
Operating and Support Revenue:									
Prior Year Rev/Adj	(23.75)	0.00	(23.75)	(23.75)	0.00	(23.75)	0.00	(23.75)	(100.00)
Other services and fees	679.00	533.33	145.67	2,005.00	2,133.32	(128.32)	1,885.00	120.00	6.37
Rental income	19,936.00	19,936.00	0.00	76,560.34	79,744.00	(3,183.66)	77,031.74	(471.40)	(0.61)
Interest income	0.03	0.00	0.03	0.09	0.00	0.09	0.05	0.04	80.00
Total Operating and Support Revenue:	20,591.28	20,469.33	121.95	78,541.68	81,877.32	(3,335.64)	78,916.79	(375.11)	(0.48)
Operating Expenses:									
Salaries and wages	2,740.92	3,394.44	653.52	11,635.68	13,577.76	1,942.08	10,748.52	887.16	8.25
Benefits and payroll taxes	487.13	425.51	(61.62)	1,970.26	1,702.04	(268.22)	1,954.81	15.45	0.79
Supplies and food	0.00	70.83	70.83	100.00	283.32	183.32	449.08	(349.08)	(77.73)
Depreciation and amortization	1,664.88	1,513.50	(151.38)	6,659.60	6,054.00	(605.60)	5,705.83	953.77	16.72
Interest expense	35.15	57.92	22.77	159.29	231.68	72.39	250.72	(91.43)	(36.47)
Purchased services	452.56	1,353.23	900.67	1,888.30	5,412.92	3,524.62	5,255.86	(3,367.56)	(64.07)
Utilities	4,337.07	4,212.49	(124.58)	18,407.54	16,849.96	(1,557.58)	18,738.20	(330.66)	(1.76)
Insurance	985.34	825.00	(160.34)	3,941.34	3,300.00	(641.34)	1,814.11	2,127.23	117.26
Repairs and maintenance	320.57	775.00	454.43	975.44	3,100.00	2,124.56	2,965.54	(1,990.10)	(67.11)
Licenses	21.28	29.17	7.89	21.28	116.68	95.40	200.48	(179.20)	(89.39)
Business taxes (includes SNA)	0.00	14.58	14.58	55.73	58.32	2.59	48.06	7.67	15.96
Total Operating Expenses:	11,044.90	12,671.67	1,626.77	45,814.46	50,686.68	4,872.22	48,131.21	(2,316.75)	(4.81)
Inc (Loss) From Operations	9,546.38	7,797.66	1,748.72	32,727.22	31,190.64	1,536.58	30,785.58	1,941.64	6.31
Non-Operating Revenue (Expenses):									
Gain (Loss) on investments	(669.97)	0.00	(669.97)	(1,739.24)	0.00	(1,739.24)	0.00	(1,739.24)	(100.00)
Investment Earnings	0.00	0.00	0.00	(83.01)	0.00	(83.01)	23,460.17	(23,543.18)	(100.35)
Investment Fees									
Investment Fees	(1,628.07)	0.00	(1,628.07)	(3,244.67)	0.00	(3,244.67)	0.00	(3,244.67)	(100.00)
Total Investment Fees	(1,628.07)	0.00	(1,628.07)	(3,244.67)	0.00	(3,244.67)	0.00	(3,244.67)	(100.00)
Total Non-Operating Revenue (Expenses):	(2,298.04)	0.00	(2,298.04)	(5,066.92)	0.00	(5,066.92)	23,460.17	(28,527.09)	(121.60)
Inc (Loss) Before Mgmt Fee M&M Mgmt Fee Rev(Exp)	7,248.34	7,797.66	(549.32)	27,660.30	31,190.64	(3,530.34)	54,245.75	(26,585.45)	(49.01)
Management fee expense	(1,052.27)	(921.12)	(131.15)	(3,535.44)	(3,684.48)	149.04	(4,606.96)	1,071.52	(23.26)
Total M&M Mgmt Fee Rev(Exp)	(1,052.27)	(921.12)	(131.15)	(3,535.44)	(3,684.48)	149.04	(4,606.96)	1,071.52	(23.26)
Change in Net Assets	6,196.07	6,876.54	(680.47)	24,124.86	27,506.16	(3,381.30)	49,638.79	(25,513.93)	(51.40)