

MARTHA & MARYSM
CARING FOR CHILDREN AND SENIORS SINCE 1891

**Consolidated
Financial Statements**

January 31, 2019

BOARD OF TRUSTEES SUMMARY

Martha & Mary Lutheran Services
Financial Statement Summary for Board Review
For the Month and YTD Ending January 31, 2019

Attached to this summary you will find the financial statements for the month and YTD period ending January 31, 2019. Below are a few areas we would like to highlight:

Consolidated

- Cash on hand recurring goal of 90-days, cash increased in January to 85 days from 83 days in December.
- Net Income for the month was \$19,853.20 compared to a budget of \$44,361.63.
- Advertising is over budget \$4,433 due to increased marketing for recruitment & retention.

Health Services

- Cash on hand for January increased to 37 days from 34 days in December.
- Census for the month was 167.84 compared to a budget of 167.
- Revenue was under budget (\$34,471.51) due to payer mix with less Medicare days.
- Purchased Services is under budget due to invoices that will be paid later in the year.
- Net Income for the month was \$(51,576.73) compared to a budget of \$(22,224.10).

Children's Services

- Cash on hand decreased in January to 46 days from 49 days in December.
- Census for the month was 244 with a budget of 248 for all Centers.
- Net income for the month was \$36,973 with a budget of \$7,144.41.

Home and Community Services

- Cash on hand has decreased to 46 days from 51 days in December.
- Net Income for the month was \$7,415.89 compared to a budget of \$11,465.69.
- Revenue is under budget \$(14,802.29) while expenses are comparably under budget \$10,102.56.

Ebenezer Services

- No vacancies.
- Net income for the month was \$10,142.98 compared to a budget of \$8,062.84.

Martha & Mary

Balance Sheet

As of 1/31/2019

	Current Month	Prior Month	Increase/ (Decrease)	Beginning Year Balance	YTD Change
Assets					
Current Assets					
Cash and cash equivalents					
Lutheran Services	1,807,388.54	1,837,192.11	(29,803.57)	1,065,730.85	741,657.69
Health Services	1,541,024.46	1,387,609.99	153,414.47	735,109.88	805,914.58
Children's Services	121,218.57	58,625.23	62,593.34	109,179.67	12,038.90
Ebenezer Services	255,073.61	241,263.01	13,810.60	135,878.13	119,195.48
Home and Community Services	<u>150,672.47</u>	<u>177,197.42</u>	<u>(26,524.95)</u>	<u>86,866.08</u>	<u>63,806.39</u>
Total Cash and cash equivalents	3,875,377.65	3,701,887.76	173,489.89	2,132,764.61	1,742,613.04
Accounts Receivable, less allowance for doubtful accounts					
Lutheran Services	77,027.62	69,084.70	7,942.92	60,811.19	16,216.43
Health Services	1,347,696.24	1,405,585.98	(57,889.74)	1,989,904.55	(642,208.31)
Children's Services	58,900.61	57,262.59	1,638.02	41,278.03	17,622.58
Home and Community Services	<u>158,383.11</u>	<u>148,624.38</u>	<u>9,758.73</u>	<u>145,136.44</u>	<u>13,246.67</u>
Total Accounts Receivable, less allowance for doubtful accounts	1,642,007.58	1,680,557.65	(38,550.07)	2,237,130.21	(595,122.63)
Other receivables					
Lutheran Services	2,252.00	6,170.60	(3,918.60)	8,131.19	(5,879.19)
Health Services	34,629.85	37,114.85	(2,485.00)	218,473.92	(183,844.07)
Children's Services	<u>4,226.55</u>	<u>92,615.75</u>	<u>(88,389.20)</u>	<u>2,519.67</u>	<u>1,706.88</u>
Total Other receivables	41,108.40	135,901.20	(94,792.80)	229,124.78	(188,016.38)
Prepaid Expense					
Lutheran Services	10,189.35	7,837.09	2,352.26	11,808.84	(1,619.49)
Health Services	166,685.25	133,508.94	33,176.31	130,723.49	35,961.76
Children's Services	22,781.83	22,969.10	(187.27)	26,148.63	(3,366.80)
Ebenezer Services	9,143.97	1,275.93	7,868.04	5,183.74	3,960.23
Home and Community Services	<u>7,950.49</u>	<u>9,168.77</u>	<u>(1,218.28)</u>	<u>9,593.57</u>	<u>(1,643.08)</u>
Total Prepaid Expense	<u>216,750.89</u>	<u>174,759.83</u>	<u>41,991.06</u>	<u>183,458.27</u>	<u>33,292.62</u>
Total Current Assets	5,775,244.52	5,693,106.44	82,138.08	4,782,477.87	992,766.65
Property and Equipment					
Lutheran Services	43,056.31	43,737.00	(680.69)	51,905.52	(8,849.21)
Health Services	6,866,660.32	6,862,905.97	3,754.35	6,723,629.51	143,030.81
Children's Services	1,817,624.49	1,832,274.43	(14,649.94)	1,773,682.93	43,941.56
Ebenezer Services	343,652.06	345,958.14	(2,306.08)	315,374.71	28,277.35
Home and Community Services	<u>557.01</u>	<u>742.69</u>	<u>(185.68)</u>	<u>12,902.13</u>	<u>(12,345.12)</u>
Total Property and Equipment	9,071,550.19	9,085,618.23	(14,068.04)	8,877,494.80	194,055.39
Other Assets					
Reserves and restricted deposits, net of current portion					
Health Services	848,143.44	895,133.61	(46,990.17)	814,537.14	33,606.30
Total Reserves and restricted deposits, net of current portion	848,143.44	895,133.61	(46,990.17)	814,537.14	33,606.30
Asset held in trust					
Health Services	<u>826,176.54</u>	<u>826,176.54</u>	0.00	952,422.16	(126,245.62)
Total Asset held in trust	826,176.54	826,176.54	0.00	952,422.16	(126,245.62)
Investments					
Lutheran Services	456,172.27	456,172.27	0.00	465,636.03	(9,463.76)
Health Services	150,772.59	150,772.59	0.00	0.00	150,772.59
Children's Services	399,800.19	399,800.19	0.00	408,121.31	(8,321.12)
Ebenezer Services	<u>662,118.70</u>	<u>662,118.70</u>	0.00	<u>675,899.51</u>	<u>(13,780.81)</u>
Total Investments	1,668,863.75	1,668,863.75	0.00	1,549,656.85	119,206.90
Loan and tax credit fees, net					
Health Services	38,968.71	39,089.35	(120.64)	40,537.03	(1,568.32)

Martha & Mary

Balance Sheet

As of 1/31/2019

	Current Month	Prior Month	Increase/ (Decrease)	Beginning Year Balance	YTD Change
Children's Services	14,653.42	14,776.55	(123.13)	16,254.11	(1,600.69)
Total Loan and tax credit fees, net	53,622.13	53,865.90	(243.77)	56,791.14	(3,169.01)
Loan Receivable					
Lutheran Services	46,773.47	46,773.47	0.00	46,460.88	312.59
Total Loan Receivable	46,773.47	46,773.47	0.00	46,460.88	312.59
Resident funds held in trust					
Health Services	21,069.53	20,262.26	807.27	15,958.37	5,111.16
Total Resident funds held in trust	21,069.53	20,262.26	807.27	15,958.37	5,111.16
Total Other Assets	3,464,648.86	3,511,075.53	(46,426.67)	3,435,826.54	28,822.32
Total Assets	18,311,443.57	18,289,800.20	21,643.37	17,095,799.21	1,215,644.36
Liabilities					
Current Liabilities					
Accounts Payable					
Lutheran Services	7,798.08	1,702.94	6,095.14	13,791.16	(5,993.08)
Health Services	175,741.35	302,892.46	(127,151.11)	399,195.16	(223,453.81)
Children's Services	19,244.72	22,482.68	(3,237.96)	20,149.20	(904.48)
Ebenezer Services	9,447.38	1,342.42	8,104.96	3,072.99	6,374.39
Home and Community Services	882.47	887.35	(4.88)	897.87	(15.40)
Total Accounts Payable	213,114.00	329,307.85	(116,193.85)	437,106.38	(223,992.38)
Accrued payroll and related liabilities					
Lutheran Services	239,166.86	215,494.94	23,671.92	156,875.67	82,291.19
Health Services	1,105,185.67	1,021,621.03	83,564.64	854,048.90	251,136.77
Children's Services	200,397.16	168,028.32	32,368.84	126,656.18	73,740.98
Ebenezer Services	1,977.19	1,839.98	137.21	(67.06)	2,044.25
Home and Community Services	85,112.86	76,921.97	8,190.89	59,135.07	25,977.79
Total Accrued payroll and related liabilities	1,631,839.74	1,483,906.24	147,933.50	1,196,648.76	435,190.98
Other current liabilities					
Lutheran Services	1,651.16	1,530.46	120.70	1,499.69	151.47
Health Services	2,790.18	738.74	2,051.44	1,480.58	1,309.60
Children's Services	1,524.35	2,969.88	(1,445.53)	1,673.06	(148.71)
Ebenezer Services	11,600.00	11,661.92	(61.92)	10,053.86	1,546.14
Home and Community Services	25,251.55	24,330.50	921.05	16,815.35	8,436.20
Total Other current liabilities	42,817.24	41,231.50	1,585.74	31,522.54	11,294.70
Interest Payable					
Health Services	38,855.74	38,855.74	0.00	39,695.31	(839.57)
Children's Services	2,656.20	2,656.20	0.00	1,803.77	852.43
Total Interest Payable	41,511.94	41,511.94	0.00	41,499.08	12.86
Intercompany payable					
Lutheran Services	(859,388.58)	(790,627.03)	(68,761.55)	(1,090,091.42)	230,702.84
Health Services	996,393.67	796,325.25	200,068.42	1,102,175.33	(105,781.66)
Children's Services	(101,948.68)	(4,285.61)	(97,663.07)	(25,433.81)	(76,514.87)
Ebenezer Services	946.73	(102.60)	1,049.33	914.06	32.67
Home and Community Services	(36,003.14)	(1,310.01)	(34,693.13)	12,435.84	(48,438.98)
Total Intercompany payable	0.00	0.00	0.00	0.00	0.00
Current portion of long-term debt					
Health Services	1,028,171.48	1,028,171.48	0.00	283,798.21	744,373.27
Children's Services	70,788.92	70,788.92	0.00	80,501.86	(9,712.94)
Total Current portion of long-term debt	1,098,960.40	1,098,960.40	0.00	364,300.07	734,660.33
Resident funds held in trust					
Health Services	21,079.53	20,262.26	817.27	15,958.37	5,121.16
Total Resident funds held in trust	21,079.53	20,262.26	817.27	15,958.37	5,121.16
Total Current Liabilities	3,049,322.85	3,015,180.19	34,142.66	2,087,035.20	962,287.65
Deferred revenue					

Martha & MaryBalance Sheet
As of 1/31/2019

	Current Month	Prior Month	Increase/ (Decrease)	Beginning Year Balance	YTD Change
Health Services	11,823.71	11,823.71	0.00	0.00	11,823.71
Children's Services	20,668.97	20,668.97	0.00	17,141.09	3,527.88
Total Deferred revenue	32,492.68	32,492.68	0.00	17,141.09	15,351.59
Long Term Debt, net of current portion					
Health Services	12,816,188.91	12,840,295.99	(24,107.08)	13,134,334.59	(318,145.68)
Children's Services	610,404.33	616,517.79	(6,113.46)	687,306.73	(76,902.40)
Total Long Term Debt, net of current portion	13,426,593.24	13,456,813.78	(30,220.54)	13,821,641.32	(395,048.08)
Total Liabilities	16,508,408.77	16,504,486.65	3,922.12	15,925,817.61	582,591.16
Net Assets					
Net Assets					
Lutheran Services	3,053,632.04	3,038,865.93	14,766.11	2,628,409.40	425,222.64
Health Services	(4,354,403.31)	(4,302,826.58)	(51,576.73)	(4,209,390.40)	(145,012.91)
Children's Services	1,615,469.69	1,578,496.69	36,973.00	1,467,386.27	148,083.42
Ebenezer Services	1,246,017.04	1,235,874.06	10,142.98	1,118,362.24	127,654.80
Home and Community Services	242,319.34	234,903.45	7,415.89	165,214.09	77,105.25
Total Net Assets	1,803,034.80	1,785,313.55	17,721.25	1,169,981.60	633,053.20
Total Net Assets	1,803,034.80	1,785,313.55	17,721.25	1,169,981.60	633,053.20
Total Liabilities and Net Assets	18,311,443.57	18,289,800.20	21,643.37	17,095,799.21	1,215,644.36

Martha & Mary
Statement of Revenues and Expenditures (Consolidated)
From 1/1/2019 Through 1/31/2019

	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	1,448,513.90	1,478,957.95	(30,444.05)	1,448,513.90	1,478,957.95	(30,444.05)	1,454,936.55	(6,422.65)	(0.44)
Home & Comm. Services	116,552.98	131,286.53	(14,733.55)	116,552.98	131,286.53	(14,733.55)	119,641.94	(3,088.96)	(2.58)
Children's services	312,987.29	295,615.43	17,371.86	312,987.29	295,615.43	17,371.86	294,926.27	18,061.02	6.12
Management Services	129,622.91	119,206.32	10,416.59	129,622.91	119,206.32	10,416.59	109,393.73	20,229.18	18.49
Other services and fees	10,906.69	12,215.66	(1,308.97)	10,906.69	12,215.66	(1,308.97)	14,247.78	(3,341.09)	(23.45)
Rental income	27,274.20	26,345.20	929.00	27,274.20	26,345.20	929.00	25,087.15	2,187.05	8.72
Beauty and gift shops	9,911.65	9,512.33	399.32	9,911.65	9,512.33	399.32	8,959.19	952.46	10.63
Contributions	7,442.80	7,916.67	(473.87)	7,442.80	7,916.67	(473.87)	4,591.99	2,850.81	62.08
Grants	0.00	8,333.33	(8,333.33)	0.00	8,333.33	(8,333.33)	180.36	(180.36)	(100.00)
Interest income	305.78	297.26	8.52	305.78	297.26	8.52	330.12	(24.34)	(7.37)
NAC training	360.00	2,123.29	(1,763.29)	360.00	2,123.29	(1,763.29)	180.00	180.00	100.00
Total Operating and Support Revenue:	2,063,878.20	2,091,809.97	(27,931.77)	2,063,878.20	2,091,809.97	(27,931.77)	2,032,475.08	31,403.12	1.55
Operating Expenses:									
Salaries and wages	1,206,445.27	1,146,041.63	(60,403.64)	1,206,445.27	1,146,041.63	(60,403.64)	1,135,001.28	71,443.99	6.29
Benefits and payroll taxes	311,289.17	310,374.62	(914.55)	311,289.17	310,374.62	(914.55)	278,770.67	32,518.50	11.66
Supplies and food	146,088.56	154,098.43	(8,009.87)	146,088.56	154,098.43	(8,009.87)	163,183.48	(17,094.92)	(10.48)
Depreciation and amortization	80,407.20	82,556.32	(2,149.12)	80,407.20	82,556.32	(2,149.12)	78,409.40	1,997.80	2.55
Interest expense	46,307.29	47,458.34	(1,151.05)	46,307.29	47,458.34	(1,151.05)	49,263.40	(2,956.11)	(6.00)
Purchased services	148,271.76	194,357.99	(46,086.23)	148,271.76	194,357.99	(46,086.23)	178,148.79	(29,877.03)	(16.77)
Utilities	38,120.95	40,109.16	(1,988.21)	38,120.95	40,109.16	(1,988.21)	40,775.99	(2,655.04)	(6.51)
Bad debt expense	7,555.12	8,458.33	(903.21)	7,555.12	8,458.33	(903.21)	8,200.00	(644.88)	(7.86)
Insurance	18,300.84	18,861.68	(560.84)	18,300.84	18,861.68	(560.84)	18,726.68	(425.84)	(2.27)
Repairs and maintenance	3,031.95	8,650.86	(5,618.91)	3,031.95	8,650.86	(5,618.91)	6,396.14	(3,364.19)	(52.60)
Licenses	7,093.88	7,769.33	(675.45)	7,093.88	7,769.33	(675.45)	6,603.25	490.63	7.43
Advertising	8,434.72	4,001.66	(4,433.06)	8,434.72	4,001.66	(4,433.06)	3,585.21	4,851.51	135.40
Business taxes (includes SNA)	8,730.13	9,119.59	(389.46)	8,730.13	9,119.59	(389.46)	8,303.41	426.72	5.14
Travel and education	4,907.65	4,899.15	(8.50)	4,907.65	4,899.15	(8.50)	3,139.51	1,768.14	56.32
Dues and subscriptions	5,276.80	3,388.67	(1,888.13)	5,276.80	3,388.67	(1,888.13)	2,720.13	2,556.67	93.99
Miscellaneous	3,763.71	7,281.75	(3,518.04)	3,763.71	7,281.75	(3,518.04)	3,739.56	24.15	0.65
Total Operating Expenses:	2,044,025.00	2,047,427.51	(3,402.51)	2,044,025.00	2,047,427.51	(3,402.51)	1,984,964.90	59,060.10	2.98
Inc (Loss) From Operations	19,853.20	44,382.46	(24,529.26)	19,853.20	44,382.46	(24,529.26)	47,510.18	(27,656.98)	(58.21)
Non-Operating Revenue (Expenses):									
Investment Earnings	0.00	0.00	0.00	0.00	0.00	0.00	20,200.10	(20,200.10)	(100.00)
Misc non-operating revenue (expense)	0.00	(20.83)	20.83	0.00	(20.83)	20.83	0.00	0.00	0.00
Total Non-Operating Revenue (Expenses):	0.00	(20.83)	20.83	0.00	(20.83)	20.83	20,200.10	(20,200.10)	(100.00)
Inc (Loss) Before Mgmt Fee	19,853.20	44,361.63	(24,508.43)	19,853.20	44,361.63	(24,508.43)	67,710.28	(47,857.08)	(70.68)

Martha & Mary
Statement of Revenues and Expenditures (Consolidated)
From 1/1/2019 Through 1/31/2019

	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
M&M Mgmt Fee Rev(Exp)									
Management fee revenue	85,662.26	86,935.34	(1,273.08)	85,662.26	86,935.34	(1,273.08)	81,899.48	3,762.78	4.59
Management fee expense	(85,662.26)	(86,935.34)	1,273.08	(85,662.26)	(86,935.34)	1,273.08	(81,899.48)	(3,762.78)	4.59
Total M&M Mgmt Fee Rev(Exp)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Change in Net Assets	19,853.20	44,361.63	(24,508.43)	19,853.20	44,361.63	(24,508.43)	67,710.28	(47,857.08)	(70.68)

Martha & Mary

Statement of Revenues and Expenditures
Health Services

From 1/1/2019 Through 1/31/2019

	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:									
Resident care, net									
Private Resident Revenue	176,037.81	220,720.00	(44,682.19)	176,037.81	220,720.00	(44,682.19)	206,138.59	(30,100.78)	(14.60)
Medicare A	193,574.80	262,891.63	(69,316.83)	193,574.80	262,891.63	(69,316.83)	300,177.02	(106,602.22)	(35.51)
Medicare Advantage	22,307.83	35,859.04	(13,551.21)	22,307.83	35,859.04	(13,551.21)	27,246.48	(4,938.65)	(18.13)
Managed Care/Insurance	34,375.53	35,559.09	(1,183.56)	34,375.53	35,559.09	(1,183.56)	35,288.15	(912.62)	(2.59)
Medicaid Pending	27,807.92	0.00	27,807.92	27,807.92	0.00	27,807.92	29,898.86	(2,090.94)	(6.99)
Medicare B	14,935.54	10,391.36	4,544.18	14,935.54	10,391.36	4,544.18	16,940.03	(2,004.49)	(11.83)
Medicaid Revenue	909,043.34	878,683.46	30,359.88	909,043.34	878,683.46	30,359.88	794,364.77	114,678.57	14.44
Hospice Revenue	71,005.33	37,698.57	33,306.76	71,005.33	37,698.57	33,306.76	43,991.21	27,014.12	61.41
Other Rev/Discounts or credits	(2,714.29)	(2,845.20)	130.91	(2,714.29)	(2,845.20)	130.91	(638.84)	(2,075.45)	324.88
Total Resident care, net	1,446,373.81	1,478,957.95	(32,584.14)	1,446,373.81	1,478,957.95	(32,584.14)	1,453,406.27	(7,032.46)	(0.48)
Prior Year Rev/Adj	2,140.09	0.00	2,140.09	2,140.09	0.00	2,140.09	1,530.28	609.81	39.85
Other services and fees	1,931.31	4,552.33	(2,621.02)	1,931.31	4,552.33	(2,621.02)	2,378.77	(447.46)	(18.81)
Beauty and gift shops	9,911.65	9,512.33	399.32	9,911.65	9,512.33	399.32	8,959.19	952.46	10.63
Contributions	110.00	0.00	110.00	110.00	0.00	110.00	1,119.75	(1,009.75)	(90.18)
Interest income	144.79	297.26	(152.47)	144.79	297.26	(152.47)	319.49	(174.70)	(54.68)
NAC training	360.00	2,123.29	(1,763.29)	360.00	2,123.29	(1,763.29)	180.00	180.00	100.00
Total Operating and Support Revenue:	1,460,971.65	1,495,443.16	(34,471.51)	1,460,971.65	1,495,443.16	(34,471.51)	1,467,893.75	(6,922.10)	(0.47)
Operating Expenses:									
Salaries and wages	803,547.27	745,872.84	(57,674.43)	803,547.27	745,872.84	(57,674.43)	733,182.94	70,364.33	9.60
Benefits and payroll taxes	205,677.07	205,904.48	227.41	205,677.07	205,904.48	227.41	181,217.01	24,460.06	13.50
Supplies and food	128,707.17	134,029.31	(5,322.14)	128,707.17	134,029.31	(5,322.14)	145,796.96	(17,089.79)	(11.72)
Depreciation and amortization	62,461.68	67,187.53	(4,725.85)	62,461.68	67,187.53	(4,725.85)	63,860.73	(1,399.05)	(2.19)
Interest expense	38,855.74	39,416.67	(560.93)	38,855.74	39,416.67	(560.93)	39,695.31	(839.57)	(2.12)
Bank Fees	61.90	104.17	(42.27)	61.90	104.17	(42.27)	65.28	(3.38)	(5.18)
Purchased services	138,417.04	181,943.10	(43,526.06)	138,417.04	181,943.10	(43,526.06)	168,771.79	(30,354.75)	(17.99)
Utilities	26,906.15	29,354.17	(2,448.02)	26,906.15	29,354.17	(2,448.02)	29,251.05	(30,354.75)	(8.02)
Bad debt expense	8,333.00	8,333.33	0.33	8,333.00	8,333.33	0.33	8,300.00	33.00	0.40
Insurance	13,836.73	14,116.37	(279.64)	13,836.73	14,116.37	(279.64)	13,028.49	808.24	6.20
Repairs and maintenance	2,378.26	6,958.34	(4,580.08)	2,378.26	6,958.34	(4,580.08)	4,946.74	(2,568.48)	(51.92)
Licenses	6,076.39	6,900.00	(823.61)	6,076.39	6,900.00	(823.61)	5,804.17	272.22	4.69
Advertising	491.99	462.50	(29.49)	491.99	462.50	(29.49)	371.11	120.88	32.57
Business taxes (includes SNA)	5,507.37	5,275.00	(232.37)	5,507.37	5,275.00	(232.37)	5,095.46	411.91	8.08
Travel and education	3,542.10	2,137.50	(1,404.60)	3,542.10	2,137.50	(1,404.60)	1,584.58	1,957.52	123.54
Dues and subscriptions	2,063.70	2,377.01	(313.31)	2,063.70	2,377.01	(313.31)	1,876.38	187.32	9.98
Total Operating Expenses:	1,446,863.56	1,450,372.32	(3,508.76)	1,446,863.56	1,450,372.32	(3,508.76)	1,402,848.00	44,015.56	3.14

Martha & Mary

Statement of Revenues and Expenditures
Health Services

From 1/1/2019 Through 1/31/2019

	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
Inc (Loss) Before Mgmt Fee	14,108.09	45,070.84	(30,962.75)	14,108.09	45,070.84	(30,962.75)	65,045.75	(50,937.66)	(78.31)
M&M Mgmt Fee Rev(Exp)	(65,684.82)	(67,294.94)	1,610.12	(65,684.82)	(67,294.94)	1,610.12	(62,346.24)	(3,338.58)	5.35
Management fee expense	(65,684.82)	(67,294.94)	1,610.12	(65,684.82)	(67,294.94)	1,610.12	(62,346.24)	(3,338.58)	5.35
Total M&M Mgmt Fee Rev(Exp)	(51,576.73)	(22,224.10)	(29,352.63)	(51,576.73)	(22,224.10)	(29,352.63)	2,699.51	(54,276.24)	(2,010.60)
Change in Net Assets									

Martha & Mary

Statement of Revenues and Expenditures

Children's Services

From 1/1/2019 Through 1/31/2019

	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
Operating and Support Revenue:									
Children's services									
Other Rev/Discounts or credits	(8,497.36)	(8,151.00)	(346.36)	(8,497.36)	(8,151.00)	(346.36)	(3,950.99)	(4,546.37)	115.07
Infants	38,830.50	34,291.69	4,538.81	38,830.50	34,291.69	4,538.81	34,469.74	4,360.76	12.65
Toddlers	67,476.73	61,415.38	6,061.35	67,476.73	61,415.38	6,061.35	65,941.90	1,534.83	2.33
Pre-school	147,641.62	143,321.36	4,320.26	147,641.62	143,321.36	4,320.26	127,400.20	20,241.42	15.89
Jr Kindergarten	0.00	0.00	0.00	0.00	0.00	0.00	(150.00)	150.00	(100.00)
School Age	67,535.80	64,738.00	2,797.80	67,535.80	64,738.00	2,797.80	71,215.42	(3,679.62)	(5.17)
Total Children's services	312,987.29	295,615.43	17,371.86	312,987.29	295,615.43	17,371.86	294,926.27	18,061.02	6.12
Other services and fees	8,476.28	7,095.00	1,381.28	8,476.28	7,095.00	1,381.28	11,423.18	(2,946.90)	(25.80)
Rental income	6,189.20	6,189.20	0.00	6,189.20	6,189.20	0.00	6,070.15	119.05	1.96
Contributions	2,997.00	0.00	2,997.00	2,997.00	0.00	2,997.00	691.00	2,306.00	333.72
Grants	0.00	0.00	0.00	0.00	0.00	0.00	180.36	(180.36)	(100.00)
Interest income	1.04	0.00	1.04	1.04	0.00	1.04	0.81	0.23	28.40
Total Operating and Support Revenue:	330,650.81	308,899.63	21,751.18	330,650.81	308,899.63	21,751.18	313,291.77	17,359.04	5.54
Operating Expenses:									
Salaries and wages	178,136.84	184,256.69	6,119.85	178,136.84	184,256.69	6,119.85	185,352.80	(7,215.96)	(3.89)
Benefits and payroll taxes	49,020.08	51,461.59	2,441.51	49,020.08	51,461.59	2,441.51	46,841.48	2,178.60	4.65
Supplies and food	16,321.35	16,742.04	420.69	16,321.35	16,742.04	420.69	16,485.73	(164.38)	(1.00)
Depreciation and amortization	14,773.07	12,976.24	(1,796.83)	14,773.07	12,976.24	(1,796.83)	12,063.06	2,710.01	22.47
Interest expense	4,997.98	4,266.66	(731.32)	4,997.98	4,266.66	(731.32)	5,778.22	(780.24)	(13.50)
Purchased services	4,176.58	5,302.77	1,126.19	4,176.58	5,302.77	1,126.19	3,494.45	682.13	19.52
Utilities	5,861.11	5,841.66	(19.45)	5,861.11	5,841.66	(19.45)	6,207.51	(346.40)	(5.58)
Bad debt expense	(777.88)	104.17	882.05	(777.88)	104.17	882.05	0.00	(777.88)	(100.00)
Insurance	3,194.58	3,217.90	23.32	3,194.58	3,217.90	23.32	3,683.98	(489.40)	(13.28)
Repairs and maintenance	513.50	995.85	482.35	513.50	995.85	482.35	1,186.28	(672.78)	(56.71)
Licenses	672.18	620.59	(51.59)	672.18	620.59	(51.59)	592.17	80.01	13.51
Advertising	0.00	3.33	3.33	0.00	3.33	3.33	0.00	0.00	0.00
Business taxes (includes SNA)	0.00	451.67	451.67	0.00	451.67	451.67	0.00	0.00	0.00
Travel and education	593.18	402.49	(190.69)	593.18	402.49	(190.69)	764.25	(171.07)	(22.38)
Dues and subscriptions	0.00	20.00	20.00	0.00	20.00	20.00	0.00	0.00	0.00
Miscellaneous	2,142.58	1,963.33	(179.25)	2,142.58	1,963.33	(179.25)	2,142.58	0.00	0.00
Total Operating Expenses:	279,625.15	288,626.98	9,001.83	279,625.15	288,626.98	9,001.83	284,592.51	(4,967.36)	(1.75)
Inc (Loss) From Operations	51,025.66	20,272.65	30,753.01	51,025.66	20,272.65	30,753.01	28,699.26	22,326.40	77.79
Non-Operating Revenue (Expenses):	0.00	0.00	0.00	0.00	0.00	0.00	5,312.34	(5,312.34)	(100.00)
Investment Earnings	0.00	0.00	0.00	0.00	0.00	0.00	5,312.34	(5,312.34)	(100.00)

Martha & Mary
Statement of Revenues and Expenditures
Children's Services
From 1/1/2019 Through 1/31/2019

	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 Non-Operating Revenue (Expenses):	0.00	0.00	0.00	0.00	0.00	0.00	5,312.34	(5,312.34)	(100.00)
Inc (Loss) Before Mgmt Fee M&M Mgmt Fee Rev(Exp)	51,025.66	20,272.65	30,753.01	51,025.66	20,272.65	30,753.01	34,011.60	17,014.06	50.02
Management fee expense	(14,052.66)	(13,128.24)	(924.42)	(14,052.66)	(13,128.24)	(924.42)	(13,293.97)	(758.69)	5.71
Total M&M Mgmt Fee Rev(Exp)	(14,052.66)	(13,128.24)	(924.42)	(14,052.66)	(13,128.24)	(924.42)	(13,293.97)	(758.69)	5.71
Change in Net Assets	36,973.00	7,144.41	29,828.59	36,973.00	7,144.41	29,828.59	20,717.63	16,255.37	78.46

Martha & Mary
Statement of Revenues and Expenditures
Ebenezer Services
From 1/1/2019 Through 1/31/2019

	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:									
Other services and fees	531.00	533.33	(2.33)	531.00	533.33	(2.33)	500.00	31.00	6.20
Rental income	21,085.00	20,156.00	929.00	21,085.00	20,156.00	929.00	19,017.00	2,068.00	10.87
Interest income	0.06	0.00	0.06	0.06	0.00	0.06	0.01	0.05	500.00
Total Operating and Support Revenue:	<u>21,616.06</u>	<u>20,689.33</u>	<u>926.73</u>	<u>21,616.06</u>	<u>20,689.33</u>	<u>926.73</u>	<u>19,517.01</u>	<u>2,099.05</u>	<u>10.75</u>
Operating Expenses:									
Salaries and wages	2,257.41	3,493.13	1,235.72	2,257.41	3,493.13	1,235.72	3,029.44	(772.03)	(25.48)
Benefits and payroll taxes	257.18	296.77	39.59	257.18	296.77	39.59	482.55	(225.37)	(46.70)
Supplies and food	0.00	41.67	41.67	0.00	41.67	41.67	100.00	(100.00)	(100.00)
Depreciation and amortization	2,306.08	1,651.50	(654.58)	2,306.08	1,651.50	(654.58)	1,664.91	641.17	38.51
Bank Fees	21.33	41.67	20.34	21.33	41.67	20.34	42.67	(21.34)	(50.01)
Purchased services	437.81	489.08	51.27	437.81	489.08	51.27	436.44	1.37	0.31
Utilities	4,908.36	4,395.83	(512.53)	4,908.36	4,395.83	(512.53)	4,930.56	(22.20)	(0.45)
Insurance	173.88	656.67	482.79	173.88	656.67	482.79	985.36	(811.48)	(82.35)
Repairs and maintenance	113.31	575.00	461.69	113.31	575.00	461.69	154.94	(41.63)	(26.87)
Licenses	25.00	4.17	(20.83)	25.00	4.17	(20.83)	0.00	25.00	100.00
Business taxes (includes SNA)	0.00	50.00	50.00	0.00	50.00	50.00	0.00	0.00	0.00
Total Operating Expenses:	<u>10,500.36</u>	<u>11,695.49</u>	<u>1,195.13</u>	<u>10,500.36</u>	<u>11,695.49</u>	<u>1,195.13</u>	<u>11,826.87</u>	<u>(1,326.51)</u>	<u>(11.22)</u>
Inc (Loss) From Operations	<u>11,115.70</u>	<u>8,993.84</u>	<u>2,121.86</u>	<u>11,115.70</u>	<u>8,993.84</u>	<u>2,121.86</u>	<u>7,690.14</u>	<u>3,425.56</u>	<u>44.54</u>
Non-Operating Revenue (Expenses):									
Investment Earnings	0.00	0.00	0.00	0.00	0.00	0.00	8,797.86	(8,797.86)	(100.00)
Total Non-Operating Revenue (Expenses):	0.00	0.00	0.00	0.00	0.00	0.00	8,797.86	(8,797.86)	(100.00)
Inc (Loss) Before Mgmt Fee M&M Mgmt Fee Rev(Exp)	<u>11,115.70</u>	<u>8,993.84</u>	<u>2,121.86</u>	<u>11,115.70</u>	<u>8,993.84</u>	<u>2,121.86</u>	<u>16,488.00</u>	<u>(5,372.30)</u>	<u>(32.58)</u>
Management fee expense	(972.72)	(931.00)	(41.72)	(972.72)	(931.00)	(41.72)	(878.27)	(94.45)	10.75
Total M&M Mgmt Fee Rev(Exp)	<u>(972.72)</u>	<u>(931.00)</u>	<u>(41.72)</u>	<u>(972.72)</u>	<u>(931.00)</u>	<u>(41.72)</u>	<u>(878.27)</u>	<u>(94.45)</u>	<u>10.75</u>
Change in Net Assets	<u>10,142.98</u>	<u>8,062.84</u>	<u>2,080.14</u>	<u>10,142.98</u>	<u>8,062.84</u>	<u>2,080.14</u>	<u>15,609.73</u>	<u>(5,466.75)</u>	<u>(35.02)</u>

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

From 1/1/2019 Through 1/31/2019

	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:									
Home & Comm. Services	109,184.91	123,218.04	(14,033.13)	109,184.91	123,218.04	(14,033.13)	113,243.85	(4,058.94)	(3.58)
Geriatric Care	7,368.07	8,068.49	(700.42)	7,368.07	8,068.49	(700.42)	6,398.09	969.98	15.16
Other services and fees	(34.95)	35.00	(69.95)	(34.95)	35.00	(69.95)	(64.17)	29.22	(45.54)
Interest income	1.21	0.00	1.21	1.21	0.00	1.21	0.01	1.20	12,000.00
Total Operating and Support Revenue:	116,519.24	131,321.53	(14,802.29)	116,519.24	131,321.53	(14,802.29)	119,577.78	(3,058.54)	(2.56)
Operating Expenses:									
Salaries and wages	77,538.81	85,668.78	8,129.97	77,538.81	85,668.78	8,129.97	83,005.57	(5,466.76)	(6.59)
Benefits and payroll taxes	16,934.38	17,022.66	88.28	16,934.38	17,022.66	88.28	17,661.35	(726.97)	(4.12)
Supplies and food	761.78	725.00	(36.78)	761.78	725.00	(36.78)	242.41	519.37	214.25
Depreciation and amortization	185.68	139.99	(45.69)	185.68	139.99	(45.69)	139.99	45.69	32.64
Bank Fees	2,317.40	2,279.17	(38.23)	2,317.40	2,279.17	(38.23)	2,032.39	285.01	14.02
Purchased services	1,549.58	2,169.47	619.89	1,549.58	2,169.47	619.89	2,347.85	(798.27)	(34.00)
Utilities	334.96	405.00	70.04	334.96	405.00	70.04	278.34	56.62	20.34
Bad debt expense	0.00	20.83	20.83	0.00	20.83	20.83	(100.00)	100.00	(100.00)
Insurance	664.16	423.70	(240.46)	664.16	423.70	(240.46)	556.30	107.86	19.39
Repairs and maintenance	26.88	121.67	94.79	26.88	121.67	94.79	108.18	(81.30)	(75.15)
Licenses	209.56	221.66	12.10	209.56	221.66	12.10	206.91	2.65	1.28
Business taxes (includes SNA)	1,747.76	1,938.75	190.99	1,747.76	1,938.75	190.99	1,793.67	(45.91)	(2.56)
Travel and education	688.34	1,875.84	1,187.50	688.34	1,875.84	1,187.50	790.68	(102.34)	(12.94)
Dues and subscriptions	184.00	233.33	49.33	184.00	233.33	49.33	193.75	(9.75)	(5.03)
Miscellaneous	1,008.00	1,008.00	0.00	1,008.00	1,008.00	0.00	1,008.00	0.00	0.00
Total Operating Expenses:	104,151.29	114,253.85	10,102.56	104,151.29	114,253.85	10,102.56	110,265.39	(6,114.10)	(5.54)
Inc (Loss) From Operations	12,367.95	17,067.68	(4,699.73)	12,367.95	17,067.68	(4,699.73)	9,312.39	3,055.56	32.81
Non-Operating Revenue (Expenses):	0.00	(20.83)	20.83	0.00	(20.83)	20.83	0.00	0.00	0.00
Misc non-operating revenue (expense)	0.00	(20.83)	20.83	0.00	(20.83)	20.83	0.00	0.00	0.00
Total Non-Operating Revenue (Expenses):	0.00	(20.83)	20.83	0.00	(20.83)	20.83	0.00	0.00	0.00
Inc (Loss) Before Mgmt Fee M&M Mgmt Fee Rev(Exp)	12,367.95	17,046.85	(4,678.90)	12,367.95	17,046.85	(4,678.90)	9,312.39	3,055.56	32.81
Management fee expense	(4,952.06)	(5,581.16)	629.10	(4,952.06)	(5,581.16)	629.10	(5,381.00)	428.94	(7.97)
Total M&M Mgmt Fee Rev(Exp)	(4,952.06)	(5,581.16)	629.10	(4,952.06)	(5,581.16)	629.10	(5,381.00)	428.94	(7.97)
Change in Net Assets	7,415.89	11,465.69	(4,049.80)	7,415.89	11,465.69	(4,049.80)	3,931.39	3,484.50	88.63