

MARTHA & MARYSM
CARING FOR CHILDREN AND SENIORS SINCE 1891

**Consolidated
Financial Statements**

March 31, 2019

BOARD OF TRUSTEES SUMMARY

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

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

Consolidated

- Cash on hand recurring goal of 90-days, cash decreased in March to 75 days from 84 days in February.
- Net Income for the month was \$19,741.96 compared to a budget of \$33,894.96.
- Wages are over budget partially due to 3 payrolls in the month.
- Quarterly adjustment was made to PTO and Sick liability contributing to benefits and payroll taxes being under budget.

Health Services

- Cash on hand for March decreased to 14 days from 27 days in February.
- Census for the month was 165 compared to a budget of 167.
- Census mix for skilled residents was under budget 7.29 while LTC resident census was over budget 5.29. This is consistent with YTD census numbers.
- Revenue was under budget (\$50,194.25) and comparably expenses were under budget \$34,130.
- Advertising is over budget due to recruitment and retention.
- Accounts Receivable increased by \$103K of which \$72K is current and \$31K is managed care that was paid in April.
- Net Income for the month was \$(25,798.27) compared to a budget of \$(24,224.10).

Children's Services

- Cash on hand decreased in March to 58 days from 76 days in February.
- Net income for the month was \$(17,883.40) with a budget of \$1,597.88.
- Supplies and food are over budget due to 5 deliveries in the month of March
- Bad Debt write offs for the month were \$2,240.31 and YTD \$1,381.39 due to some bad debt recoveries.

Home and Community Services

- Cash on hand has decreased to 58 days from 71 days in February.
- Net Income for the month was \$6,609.45 compared to a budget of \$11,653.19.
- Revenue is under budget while expenses are comparably under budget.

Ebenezer Services

- No vacancies.
- Net income for the month was \$10,113.57 compared to a budget of \$8,112.84.
- YTD net income is \$31,105.16 compared to a budget of \$24,654.96.

Martha & Mary

Balance Sheet
As of 3/31/2019

	Current Month	Prior Month	Increase/ (Decrease)	Beginning Year Balance	YTD Change
Assets					
Current Assets					
Cash and cash equivalents					
Lutheran Services	2,106,656.94	1,921,343.27	185,313.67	1,837,192.11	269,464.83
Health Services	459,589.86	1,115,782.34	(656,192.48)	1,387,609.99	(928,020.13)
Children's Services	126,046.85	239,968.96	(113,922.11)	58,625.23	67,421.62
Ebenezer Services	270,531.32	259,309.90	11,221.42	241,263.01	29,268.31
Home and Community Services	<u>181,897.52</u>	<u>215,197.68</u>	<u>(33,300.16)</u>	<u>177,197.42</u>	<u>4,700.10</u>
Total Cash and cash equivalents	3,144,722.49	3,751,602.15	(606,879.66)	3,701,887.76	(557,165.27)
Accounts Receivable, less allowance for doubtful accounts					
Lutheran Services	40,445.22	74,244.42	(33,799.20)	69,084.70	(28,639.48)
Health Services	1,367,154.10	1,264,111.10	103,043.00	1,405,585.98	(38,431.88)
Children's Services	49,465.05	34,998.19	14,466.86	57,262.59	(7,797.54)
Home and Community Services	<u>141,335.36</u>	<u>118,608.09</u>	<u>22,727.27</u>	<u>148,624.38</u>	<u>(7,289.02)</u>
Total Accounts Receivable, less allowance for doubtful accounts	1,598,399.73	1,491,961.80	106,437.93	1,680,557.65	(82,157.92)
Other receivables					
Lutheran Services	1,300.00	2,052.00	(752.00)	6,170.60	(4,870.60)
Health Services	10,162.89	13,359.47	(3,196.58)	37,114.85	(26,951.96)
Children's Services	<u>5,608.50</u>	<u>3,876.28</u>	<u>1,732.22</u>	<u>92,615.75</u>	<u>(87,007.25)</u>
Total Other receivables	17,071.39	19,287.75	(2,216.36)	135,901.20	(118,829.81)
Prepaid Expense					
Lutheran Services	5,137.21	13,844.92	(8,707.71)	7,837.09	(2,699.88)
Health Services	166,551.54	145,361.95	21,189.59	133,508.94	33,042.60
Children's Services	18,725.71	19,179.51	(453.80)	22,969.10	(4,243.39)
Ebenezer Services	8,981.03	8,889.16	91.87	1,275.93	7,705.10
Home and Community Services	<u>8,050.17</u>	<u>8,386.78</u>	<u>(336.61)</u>	<u>9,168.77</u>	<u>(1,118.60)</u>
Total Prepaid Expense	<u>207,445.66</u>	<u>195,662.32</u>	<u>11,783.34</u>	<u>174,759.83</u>	<u>32,685.83</u>
Total Current Assets	4,967,639.27	5,458,514.02	(490,874.75)	5,693,106.44	(725,467.17)
Property and Equipment					
Lutheran Services	41,868.67	42,462.49	(593.82)	43,737.00	(1,868.33)
Health Services	6,935,744.61	6,893,373.73	42,370.88	6,862,905.97	72,838.64
Children's Services	1,836,817.82	1,851,444.60	(14,626.78)	1,832,274.43	4,543.39
Ebenezer Services	339,039.90	341,345.98	(2,306.08)	345,958.14	(6,918.24)
Home and Community Services	<u>185.65</u>	<u>371.33</u>	<u>(185.68)</u>	<u>742.69</u>	<u>(557.04)</u>
Total Property and Equipment	9,153,656.65	9,128,998.13	24,658.52	9,085,618.23	68,038.42
Other Assets					
Reserves and restricted deposits, net of current portion					
Health Services	<u>905,966.58</u>	<u>877,052.77</u>	<u>28,913.81</u>	<u>895,133.61</u>	<u>10,832.97</u>
Total Reserves and restricted deposits, net of current portion	905,966.58	877,052.77	28,913.81	895,133.61	10,832.97
Asset held in trust					
Health Services	<u>898,210.25</u>	<u>826,176.54</u>	<u>72,033.71</u>	<u>826,176.54</u>	<u>72,033.71</u>
Total Asset held in trust	898,210.25	826,176.54	72,033.71	826,176.54	72,033.71
Investments					
Lutheran Services	456,733.56	456,540.16	193.40	456,172.27	561.29
Health Services	162,769.66	150,772.59	11,997.07	150,772.59	11,997.07
Children's Services	400,292.17	400,122.64	169.53	399,800.19	491.98
Ebenezer Services	<u>662,933.48</u>	<u>662,652.72</u>	<u>280.76</u>	<u>662,118.70</u>	<u>814.78</u>
Total Investments	1,682,728.87	1,670,088.11	12,640.76	1,668,863.75	13,865.12
Loan and tax credit fees, net					
Health Services	38,727.43	38,848.07	(120.64)	39,089.35	(361.92)

Martha & Mary

Balance Sheet
As of 3/31/2019

	Current Month	Prior Month	Increase/ (Decrease)	Beginning Year Balance	YTD Change
Children's Services	14,407.16	14,530.29	(123.13)	14,776.55	(369.39)
Total Loan and tax credit fees, net	53,134.59	53,378.36	(243.77)	53,865.90	(731.31)
Loan Receivable					
Lutheran Services	46,773.47	46,773.47	0.00	46,773.47	0.00
Total Loan Receivable	46,773.47	46,773.47	0.00	46,773.47	0.00
Resident funds held in trust					
Health Services	21,565.16	21,426.22	138.94	20,262.26	1,302.90
Total Resident funds held in trust	21,565.16	21,426.22	138.94	20,262.26	1,302.90
Total Other Assets	3,608,378.92	3,494,895.47	113,483.45	3,511,075.53	97,303.39
Total Assets	17,729,674.84	18,082,407.62	(352,732.78)	18,289,800.20	(560,125.36)
Liabilities					
Current Liabilities					
Accounts Payable					
Lutheran Services	8,473.64	6,624.82	1,848.82	1,702.94	6,770.70
Health Services	216,862.38	126,146.65	90,715.73	302,892.46	(86,030.08)
Children's Services	22,208.49	62,586.51	(40,378.02)	22,482.68	(274.19)
Ebenezer Services	1,225.80	1,312.38	(86.58)	1,342.42	(116.62)
Home and Community Services	549.65	2,443.60	(1,893.95)	887.35	(337.70)
Total Accounts Payable	249,319.96	199,113.96	50,206.00	329,307.85	(79,987.89)
Accrued payroll and related liabilities					
Lutheran Services	174,839.24	243,899.01	(69,059.77)	215,494.94	(40,655.70)
Health Services	681,044.28	1,009,952.32	(328,908.04)	1,021,621.03	(340,576.75)
Children's Services	120,968.06	170,286.27	(49,318.21)	168,028.32	(47,060.26)
Ebenezer Services	1,220.51	2,019.73	(799.22)	1,839.98	(619.47)
Home and Community Services	59,100.76	75,286.19	(16,185.43)	76,921.97	(17,821.21)
Total Accrued payroll and related liabilities	1,037,172.85	1,501,443.52	(464,270.67)	1,483,906.24	(446,733.39)
Other current liabilities					
Lutheran Services	1,549.14	1,423.34	125.80	1,530.46	18.68
Health Services	1,094.46	960.51	133.95	738.74	355.72
Children's Services	3,810.82	1,782.62	2,028.20	2,969.88	840.94
Ebenezer Services	12,059.86	12,000.00	59.86	11,661.92	397.94
Home and Community Services	18,949.32	18,574.57	374.75	24,330.50	(5,381.18)
Total Other current liabilities	37,463.60	34,741.04	2,722.56	41,231.50	(3,767.90)
Interest Payable					
Health Services	38,855.74	38,855.74	0.00	38,855.74	0.00
Children's Services	2,656.20	2,656.20	0.00	2,656.20	0.00
Total Interest Payable	41,511.94	41,511.94	0.00	41,511.94	0.00
Intercompany payable					
Lutheran Services	(601,111.54)	(765,000.00)	163,888.46	(790,627.03)	189,515.49
Health Services	601,111.20	765,000.00	(163,888.80)	796,325.25	(195,214.05)
Children's Services	0.00	0.00	0.00	(4,285.61)	4,285.61
Ebenezer Services	0.34	0.00	0.34	(102.60)	102.94
Home and Community Services	0.00	0.00	0.00	(1,310.01)	1,310.01
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	1,028,171.48	0.00
Children's Services	70,788.92	70,788.92	0.00	70,788.92	0.00
Total Current portion of long-term debt	1,098,960.40	1,098,960.40	0.00	1,098,960.40	0.00
Resident funds held in trust					
Health Services	21,565.16	21,426.22	138.94	20,262.26	1,302.90
Total Resident funds held in trust	21,565.16	21,426.22	138.94	20,262.26	1,302.90
Total Current Liabilities	2,485,993.91	2,897,197.08	(411,203.17)	3,015,180.19	(529,186.28)
Deferred revenue					

Martha & Mary

Balance Sheet

As of 3/31/2019

	<u>Current Month</u>	<u>Prior Month</u>	<u>Increase/ (Decrease)</u>	<u>Beginning Year Balance</u>	<u>YTD Change</u>
Lutheran Services	4,294.92	0.00	4,294.92	0.00	4,294.92
Health Services	11,332.93	11,332.93	0.00	11,823.71	(490.78)
Children's Services	18,651.44	19,519.92	(868.48)	20,668.97	(2,017.53)
Total Deferred revenue	34,279.29	30,852.85	3,426.44	32,492.68	1,786.61
Long Term Debt, net of current portion					
Health Services	12,767,760.59	12,792,010.51	(24,249.92)	12,840,295.99	(72,535.40)
Children's Services	597,932.31	604,269.61	(6,337.30)	616,517.79	(18,585.48)
Total Long Term Debt, net of current portion	13,365,692.90	13,396,280.12	(30,587.22)	13,456,813.78	(91,120.88)
Total Liabilities	15,885,966.10	16,324,330.05	(438,363.95)	16,504,486.65	(618,520.55)
Net Assets					
Net Assets					
Lutheran Services	3,110,869.67	3,070,313.56	40,556.11	3,038,865.93	72,003.74
Health Services	(4,401,356.14)	(4,447,591.58)	46,235.44	(4,302,826.58)	(98,529.56)
Children's Services	1,614,347.02	1,632,230.42	(17,883.40)	1,578,496.69	35,850.33
Ebenezer Services	1,266,979.22	1,256,865.65	10,113.57	1,235,874.06	31,105.16
Home and Community Services	252,868.97	246,259.52	6,609.45	234,903.45	17,965.52
Total Net Assets	1,843,708.74	1,758,077.57	85,631.17	1,785,313.55	58,395.19
Total Net Assets	1,843,708.74	1,758,077.57	85,631.17	1,785,313.55	58,395.19
Total Liabilities and Net Assets	17,729,674.84	18,082,407.62	(352,732.78)	18,289,800.20	(560,125.36)

Martha & Mary
Statement of Revenues and Expenditures (Consolidated)
From 3/1/2019 Through 3/31/2019

	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:									
Resident care, net	1,424,736.94	1,478,957.95	(54,221.01)	4,132,268.85	4,293,748.90	(161,480.05)	4,191,858.28	(59,589.43)	(1.42)
Home & Comm. Services	113,897.31	131,286.53	(17,389.22)	318,839.23	381,243.15	(62,403.92)	351,562.96	(32,723.73)	(9.31)
Children's services	307,750.31	282,494.63	25,255.68	868,940.19	833,330.23	35,609.96	836,339.68	32,600.51	3.90
Management Services	133,420.09	119,206.32	14,213.77	379,488.63	347,264.31	32,224.32	332,026.26	47,462.37	14.29
Other services and fees	15,924.18	12,215.66	3,708.52	41,279.44	36,206.42	5,073.02	50,113.43	(8,833.99)	(17.63)
Rental income	27,299.95	26,345.20	954.75	81,848.35	79,035.60	2,812.75	74,834.79	7,013.56	9.37
Beauty and gift shops	8,220.11	9,512.33	(1,292.22)	26,623.60	27,616.44	(992.84)	26,159.68	463.92	1.77
Contributions	2,030.64	7,916.67	(5,886.03)	12,738.35	23,750.01	(11,011.66)	21,193.39	(8,455.04)	(39.89)
Grants	868.48	8,333.33	(7,464.85)	2,017.53	24,999.99	(22,982.46)	3,745.37	(1,727.84)	(46.13)
Interest income	186.56	297.26	(110.70)	559.27	863.01	(303.74)	1,051.17	(491.90)	(46.80)
NAC training	6,120.23	2,123.29	3,996.94	6,760.23	6,164.39	595.84	5,656.93	1,103.30	19.50
Total Operating and Support Revenue:	2,040,454.80	2,078,689.17	(38,234.37)	5,871,363.67	6,054,222.45	(182,858.78)	5,894,541.94	(23,178.27)	(0.39)
Operating Expenses:									
Salaries and wages	1,220,515.80	1,138,770.50	(81,745.30)	3,448,105.54	3,345,887.63	(102,217.91)	3,290,521.32	157,584.22	4.79
Benefits and payroll taxes	260,172.22	310,374.66	50,202.44	855,851.76	931,095.54	75,243.78	821,878.99	33,972.77	4.13
Supplies and food	149,553.44	154,098.43	4,544.99	419,857.00	462,295.29	42,438.29	486,060.45	(66,203.45)	(13.62)
Depreciation and amortization	80,510.87	82,556.32	2,045.45	241,158.87	247,668.96	6,510.09	239,206.54	1,952.33	0.82
Interest expense	45,044.92	47,458.34	2,413.42	136,687.23	142,375.02	5,687.79	142,378.45	(5,691.22)	(4.00)
Purchased services	166,285.09	198,486.20	32,201.11	472,074.81	586,906.91	114,832.10	558,699.73	(86,624.92)	(15.50)
Utilities	41,090.28	40,109.16	(981.12)	124,107.59	120,327.48	(3,780.11)	113,693.68	10,413.91	9.16
Bad debt expense	10,440.31	8,458.33	(1,981.98)	26,261.19	25,374.99	(886.20)	24,658.35	1,602.84	6.50
Insurance	18,300.84	18,861.68	560.84	54,902.53	56,585.04	1,682.51	56,179.82	(1,277.29)	(2.27)
Repairs and maintenance	6,688.65	8,650.86	1,962.21	14,838.53	25,952.58	11,094.05	19,843.59	(4,985.06)	(25.12)
Licenses	6,800.55	7,769.33	968.78	21,281.94	23,307.99	2,026.05	22,094.70	(812.76)	(3.68)
Advertising	6,186.86	4,001.66	(2,185.20)	17,786.88	12,004.98	(5,781.90)	10,042.25	7,744.63	77.12
Business taxes (includes SNA)	10,923.85	9,608.34	(1,315.51)	27,309.28	27,347.52	38.24	26,036.11	1,273.17	4.89
Travel and education	4,506.27	4,899.15	392.88	14,596.25	14,697.45	101.20	9,937.26	4,658.99	46.88
Dues and subscriptions	2,720.05	3,388.67	668.62	10,991.38	10,166.01	(825.37)	8,715.14	2,276.24	26.12
Miscellaneous	3,867.25	7,281.75	3,414.50	11,244.14	21,845.25	10,601.11	11,232.39	11.75	0.10
Total Operating Expenses:	2,033,607.25	2,044,773.38	11,166.13	5,897,074.92	6,053,838.64	156,763.72	5,841,178.77	55,896.15	0.96
Inc (Loss) From Operations	6,847.55	33,915.79	(27,068.24)	(25,711.25)	383.81	(26,095.06)	53,363.17	(79,074.42)	(148.18)
Non-Operating Revenue (Expenses):									
Gain (Loss) on investments	0.00	0.00	0.00	0.00	0.00	0.00	(2,424.00)	2,424.00	(100.00)
Investment Earnings	12,613.65	0.00	12,613.65	13,878.42	0.00	13,878.42	(1,544.79)	15,423.21	(998.40)
Investment Fees	280.76	0.00	280.76	280.76	0.00	280.76	(3,706.33)	3,987.09	(107.58)
Misc non-operating revenue (expense)	0.00	(20.83)	20.83	0.00	(62.49)	62.49	0.00	0.00	0.00

Martha & Mary
Statement of Revenues and Expenditures (Consolidated)
From 3/1/2019 Through 3/31/2019

	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
Total Non-Operating Revenue (Expenses):	<u>12,894.41</u>	<u>(20.83)</u>	<u>12,915.24</u>	<u>14,159.18</u>	<u>(62.49)</u>	<u>14,221.67</u>	<u>(7,675.12)</u>	<u>21,834.30</u>	<u>(284.48)</u>
Inc (Loss) Before Mgmt Fee M&M Mgmt Fee Rev(Exp)	19,741.96	33,894.96	(14,153.00)	(11,552.07)	321.32	(11,873.39)	45,688.05	(57,240.12)	(125.28)
Management fee revenue	84,940.73	86,377.70	(1,436.97)	243,390.20	251,482.97	(8,092.77)	236,656.46	6,733.74	2.85
Management fee expense	(84,940.73)	(86,377.70)	1,436.97	(243,390.20)	(251,482.98)	8,092.78	(236,656.46)	(6,733.74)	2.85
Total M&M Mgmt Fee Rev(Exp)	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>(0.01)</u>	<u>0.01</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Change in Net Assets	<u>19,741.96</u>	<u>33,894.96</u>	<u>(14,153.00)</u>	<u>(11,552.07)</u>	<u>321.31</u>	<u>(11,873.38)</u>	<u>45,688.05</u>	<u>(57,240.12)</u>	<u>(125.28)</u>

Martha & Mary

Statement of Revenues and Expenditures
Lutheran Services

From 3/1/2019 Through 3/31/2019

	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:									
Management Services	133,420.09	119,206.32	14,213.77	379,488.63	347,264.31	32,224.32	332,026.26	47,462.37	14.29
Other services and fees	13.31	0.00	13.31	19.36	0.00	19.36	28.60	(9.24)	(32.31)
Contributions	1,106.14	7,916.67	(6,810.53)	8,550.64	23,750.01	(15,199.37)	12,200.99	(3,650.35)	(29.92)
Grants	0.00	8,333.33	(8,333.33)	0.00	24,999.99	(24,999.99)	0.00	0.00	0.00
Interest income	20.73	0.00	20.73	197.23	0.00	197.23	30.39	166.84	549.00
Total Operating and Support Revenue:	134,560.27	135,456.32	(896.05)	388,255.86	396,014.31	(7,758.45)	344,286.24	43,969.62	12.77
Operating Expenses:									
Salaries and wages	144,693.94	126,750.19	(17,943.75)	415,611.71	380,250.57	(35,361.14)	392,524.27	23,087.44	5.88
Benefits and payroll taxes	20,704.87	35,689.12	14,984.25	96,074.72	107,067.36	10,992.64	97,830.48	(1,755.76)	(1.79)
Supplies and food	306.68	2,560.41	2,253.73	2,822.05	7,681.23	4,859.18	1,933.88	888.17	45.93
Depreciation and amortization	593.82	601.06	7.24	1,868.33	1,803.18	(65.15)	2,042.13	(173.80)	(8.51)
Bank Fees	481.56	1,350.00	868.44	1,010.34	4,050.00	3,039.66	3,240.84	(2,230.50)	(68.82)
Purchased services	(443.89)	7,053.57	7,497.46	15,327.16	17,460.71	2,133.55	26,904.29	(11,577.13)	(43.03)
Utilities	109.29	112.50	3.21	330.59	337.50	6.91	108.53	222.06	204.61
Insurance	431.49	447.04	15.55	1,294.46	1,341.12	46.66	1,417.65	(123.19)	(8.69)
Licenses	0.00	22.91	22.91	162.17	68.73	(93.44)	110.75	51.42	46.43
Advertising	3,880.22	3,535.83	(344.39)	14,178.34	10,607.49	(3,570.85)	9,033.49	5,144.85	56.95
Business taxes (includes SNA)	1,436.23	1,404.17	(32.06)	4,228.16	4,212.51	(15.65)	3,937.72	290.44	7.38
Travel and education	0.00	483.32	483.32	91.03	1,449.96	1,358.93	88.58	2.45	2.77
Dues and subscriptions	104.16	758.33	654.17	3,387.36	2,274.99	(1,112.37)	967.48	2,419.88	250.12
Miscellaneous	716.67	4,310.42	3,593.75	1,792.40	12,931.26	11,138.86	1,780.65	11.75	0.66
Total Operating Expenses:	173,015.04	185,078.87	12,063.83	558,178.82	551,536.61	(6,642.21)	541,920.74	16,258.08	3.00
Inc (Loss) From Operations	(38,454.77)	(49,622.55)	11,167.78	(169,922.96)	(155,522.30)	(14,400.66)	(197,634.50)	27,711.54	(14.02)
Non-Operating Revenue (Expenses):									
Gain (Loss) on investments	0.00	0.00	0.00	0.00	0.00	0.00	(709.11)	709.11	(100.00)
Investment Earnings	214.65	0.00	214.65	622.95	0.00	622.95	3.99	618.96	15,512.78
Investment Fees	0.00	0.00	0.00	0.00	0.00	0.00	(1,113.59)	1,113.59	(100.00)
Investment Fees	0.00	0.00	0.00	0.00	0.00	0.00	(1,113.59)	1,113.59	(100.00)
Total Non-Operating Revenue (Expenses):	214.65	0.00	214.65	622.95	0.00	622.95	(1,818.71)	2,441.66	(134.25)
Inc (Loss) Before Mgmt Fee	(38,240.12)	(49,622.55)	11,382.43	(169,300.01)	(155,522.30)	(13,777.71)	(199,453.21)	30,153.20	(15.12)
M&M Mgmt Fee Rev(Exp)	84,940.73	86,377.70	(1,436.97)	243,390.20	251,482.97	(8,092.77)	236,656.46	6,733.74	2.85
Total M&M Mgmt Fee Rev(Exp)	84,940.73	86,377.70	(1,436.97)	243,390.20	251,482.97	(8,092.77)	236,656.46	6,733.74	2.85

Martha & Mary

Statement of Revenues and Expenditures

Lutheran Services

From 3/1/2019 Through 3/31/2019

	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
Change in Net Assets	<u>46,700.61</u>	<u>36,755.15</u>	<u>9,945.46</u>	<u>74,090.19</u>	<u>95,960.67</u>	<u>(21,870.48)</u>	<u>37,203.25</u>	<u>36,886.94</u>	<u>99.15</u>

Martha & Mary

Statement of Revenues and Expenditures
Health Services

From 3/1/2019 Through 3/31/2019

	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	172,866.11	220,720.00	(47,853.89)	465,086.60	640,800.00	(175,713.40)	620,160.30	(155,073.70)	(25.01)
Medicare A	182,705.33	262,891.63	(80,186.30)	479,223.88	763,233.77	(284,009.89)	836,720.66	(357,496.78)	(42.73)
Medicare Advantage	55,927.21	35,859.04	20,068.17	114,756.99	104,106.89	10,650.10	154,290.29	(39,533.30)	(25.62)
Managed Care/Insurance	7,675.50	35,559.09	(27,883.59)	59,320.71	103,236.06	(43,915.35)	87,390.77	(28,070.06)	(32.12)
Medicaid Pending	35,753.04	0.00	35,753.04	129,970.45	0.00	129,970.45	43,015.15	86,955.30	202.15
Medicare B	16,360.58	10,391.36	5,969.22	49,112.25	30,168.48	18,943.77	47,056.17	2,056.08	4.37
Medicaid Revenue	912,545.53	878,683.46	33,862.07	2,660,013.37	2,551,016.49	108,996.88	2,308,138.29	351,875.08	15.24
Hospice Revenue	47,058.13	37,698.57	9,359.56	185,183.74	109,447.47	75,736.27	114,386.65	70,797.09	61.89
Other Rev/Discounts or credits	(5,372.21)	(2,845.20)	(2,527.01)	(9,209.85)	(8,260.26)	(949.59)	(7,993.56)	(1,216.29)	15.22
Total Resident care, net	1,425,519.22	1,478,957.95	(53,438.73)	4,133,458.14	4,293,748.90	(160,290.76)	4,203,164.72	(69,706.58)	(1.66)
Prior Year Rev/Adj	(782.28)	0.00	(782.28)	(1,189.29)	0.00	(1,189.29)	(11,306.44)	10,117.15	(89.48)
Other services and fees	5,742.46	4,552.33	1,190.13	14,026.19	13,216.43	809.76	16,782.18	(2,755.99)	(16.42)
Beauty and gift shops	8,220.11	9,512.33	(1,292.22)	26,623.60	27,616.44	(992.84)	26,159.68	463.92	1.77
Contributions	265.00	0.00	265.00	531.21	0.00	531.21	3,530.40	(2,999.19)	(84.95)
Interest income	164.17	297.26	(133.09)	356.89	863.01	(506.12)	1,014.53	(657.64)	(64.82)
NAC training	6,120.23	2,123.29	3,996.94	6,760.23	6,164.39	595.84	5,656.93	1,103.30	19.50
Total Operating and Support Revenue:	1,445,248.91	1,495,443.16	(50,194.25)	4,180,566.97	4,341,609.17	(161,042.20)	4,245,002.00	(64,435.03)	(1.52)
Operating Expenses:									
Salaries and wages	780,329.12	745,872.84	(34,456.28)	2,282,913.94	2,180,947.35	(101,966.59)	2,091,079.99	191,833.95	9.17
Benefits and payroll taxes	176,072.78	205,904.48	29,831.70	573,515.79	617,713.44	44,197.65	531,297.46	42,218.33	7.95
Supplies and food	127,609.30	134,029.31	6,420.01	363,226.53	402,087.93	38,861.40	426,336.47	(63,109.94)	(14.80)
Depreciation and amortization	62,675.38	67,187.53	4,512.15	187,703.32	201,562.59	13,859.27	195,130.91	(7,427.59)	(3.81)
Interest expense	38,712.90	39,416.67	703.77	116,353.06	118,250.01	1,896.95	118,879.23	(2,526.17)	(2.12)
Bank Fees	62.37	104.17	41.80	124.27	312.51	188.24	(71.11)	195.38	(274.76)
Purchased services	157,071.42	183,943.10	26,871.68	428,905.32	546,977.61	118,072.29	505,884.42	(76,979.10)	(15.22)
Utilities	28,867.86	29,354.17	486.31	88,861.04	88,062.51	(798.53)	80,857.58	8,003.46	9.90
Bad debt expense	8,300.00	8,333.33	33.33	25,079.80	24,999.99	(79.81)	24,900.00	179.80	0.72
Insurance	13,836.73	14,116.37	279.64	41,510.20	42,349.11	838.91	39,085.49	2,424.71	6.20
Repairs and maintenance	5,737.41	6,958.34	1,220.93	12,458.95	20,875.02	8,416.07	16,702.90	(4,243.95)	(25.41)
Licenses	5,944.68	6,900.00	955.32	18,502.56	20,700.00	2,197.44	19,050.71	(548.15)	(2.88)
Advertising	2,121.23	462.50	(1,658.73)	3,393.93	1,387.50	(2,006.43)	1,008.76	2,385.17	236.45
Business taxes (includes SNA)	5,717.03	5,275.00	(442.03)	16,236.94	15,375.00	(861.94)	14,794.71	1,442.23	9.75
Travel and education	2,858.98	2,137.50	(721.48)	9,848.06	6,412.50	(3,435.56)	4,712.59	5,135.47	108.97
Dues and subscriptions	2,325.13	2,377.01	51.88	6,614.34	7,131.03	516.69	7,166.41	(552.07)	(7.70)
Total Operating Expenses:	1,418,242.32	1,452,372.32	34,130.00	4,175,248.05	4,295,144.10	119,896.05	4,076,816.52	98,431.53	2.41

Martha & Mary

Statement of Revenues and Expenditures
Health Services

From 3/1/2019 Through 3/31/2019

	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
Non-Operating Revenue (Expenses):									
Investment Earnings	12,229.47	0.00	12,229.47	12,229.47	0.00	12,229.47	(1,465.77)	13,695.24	(934.34)
Total Non-Operating Revenue (Expenses):	12,229.47	0.00	12,229.47	12,229.47	0.00	12,229.47	(1,465.77)	13,695.24	(934.34)
Inc (Loss) Before Mgmt Fee M&M Mgmt Fee Rev(Exp)	39,236.06	43,070.84	(3,834.78)	17,548.39	46,465.07	(28,916.68)	166,719.71	(149,171.32)	(89.47)
Management fee expense	(65,034.33)	(67,294.94)	2,260.61	(188,111.66)	(195,372.41)	7,260.75	(180,350.29)	(7,761.37)	4.30
Total M&M Mgmt Fee Rev(Exp)	(65,034.33)	(67,294.94)	2,260.61	(188,111.66)	(195,372.41)	7,260.75	(180,350.29)	(7,761.37)	4.30
Change in Net Assets	<u>(25,798.27)</u>	<u>(24,224.10)</u>	<u>(1,574.17)</u>	<u>(170,563.27)</u>	<u>(148,907.34)</u>	<u>(21,655.93)</u>	<u>(13,630.58)</u>	<u>(156,932.69)</u>	<u>1,151.33</u>

Martha & Mary

Statement of Revenues and Expenditures

Children's Services

From 3/1/2019 Through 3/31/2019

	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:									
Children's services									
Other Rev/Discounts or credits	(6,726.52)	(8,258.00)	1,531.48	(20,648.60)	(24,874.00)	4,225.40	(14,380.89)	(6,267.71)	43.38
Infants	33,829.03	32,218.53	1,610.50	103,320.13	95,682.41	7,637.72	94,275.31	9,044.82	9.59
Toddlers	65,435.99	55,736.62	9,699.37	183,988.64	167,080.26	16,908.38	185,704.92	(1,716.28)	(0.92)
Pre-school	148,525.27	134,792.48	13,732.79	415,798.83	400,163.56	15,635.27	364,376.91	51,421.92	14.11
Jr Kindergarten	0.00	0.00	0.00	0.00	0.00	0.00	(150.00)	150.00	(100.00)
School Age	66,686.54	68,005.00	(1,318.46)	186,481.19	195,278.00	(8,796.81)	206,513.43	(20,032.24)	(9.70)
Total Children's services	307,750.31	282,494.63	25,255.68	868,940.19	833,330.23	35,609.96	836,339.68	32,600.51	3.90
Other services and fees	9,673.41	7,095.00	2,578.41	25,747.84	21,285.00	4,462.84	30,916.92	(5,169.08)	(16.72)
Rental income	6,189.20	6,189.20	0.00	18,567.60	18,567.60	0.00	18,210.45	357.15	1.96
Contributions	659.50	0.00	659.50	3,656.50	0.00	3,656.50	5,462.00	(1,805.50)	(33.06)
Grants	868.48	0.00	868.48	2,017.53	0.00	2,017.53	3,745.37	(1,727.84)	(46.13)
Interest income	1.57	0.00	1.57	3.72	0.00	3.72	2.69	1.03	38.29
Total Operating and Support Revenue:	325,142.47	295,778.83	29,363.64	918,933.38	873,182.83	45,750.55	894,677.11	24,256.27	2.71
Operating Expenses:									
Salaries and wages	217,070.47	176,985.60	(40,084.87)	531,913.97	523,685.68	(8,228.29)	554,087.09	(22,173.12)	(4.00)
Benefits and payroll taxes	46,212.27	51,461.59	5,249.32	137,713.95	154,384.77	16,670.82	141,626.28	(3,912.33)	(2.76)
Supplies and food	21,172.63	16,742.04	(4,430.59)	52,102.87	50,226.12	(1,876.75)	56,287.39	(4,184.52)	(7.43)
Depreciation and amortization	14,749.91	12,976.24	(1,773.67)	44,111.94	38,928.72	(5,183.22)	36,618.82	7,493.12	20.46
Interest expense	3,759.58	4,266.66	507.08	12,436.26	12,799.98	363.72	13,639.18	(1,202.92)	(8.82)
Purchased services	7,607.30	5,018.48	(2,588.82)	21,720.66	15,055.44	(6,665.22)	17,448.66	4,272.00	24.48
Utilities	6,499.44	5,841.66	(657.78)	18,905.96	17,524.98	(1,380.98)	17,730.40	1,175.56	6.63
Bad debt expense	2,240.31	104.17	(2,136.14)	1,381.39	312.51	(1,068.88)	58.35	1,323.04	2,267.42
Insurance	3,194.58	3,217.90	23.32	9,583.75	9,653.70	69.95	11,051.78	(1,468.03)	(13.28)
Repairs and maintenance	822.38	995.85	173.47	1,867.15	2,987.55	1,120.40	2,302.60	(435.45)	(18.91)
Licenses	622.18	620.59	(1.59)	1,926.54	1,861.77	(64.77)	2,146.51	(219.97)	(10.25)
Advertising	185.41	3.33	(182.08)	214.61	9.99	(204.62)	0.00	214.61	100.00
Business taxes (includes SNA)	2,002.27	990.42	(1,011.85)	2,002.27	1,893.76	(108.51)	1,958.62	43.65	2.23
Travel and education	690.88	402.49	(288.39)	2,322.98	1,207.47	(1,115.51)	1,335.30	787.68	51.30
Dues and subscriptions	129.71	20.00	(109.71)	129.71	60.00	(69.71)	0.00	129.71	100.00
Miscellaneous	2,142.58	1,963.33	(179.25)	6,427.74	5,889.99	(537.75)	6,427.74	0.00	0.00
Total Operating Expenses:	329,101.90	281,610.35	(47,491.55)	844,761.75	836,482.43	(8,279.32)	862,918.72	(18,156.97)	(2.10)
Inc (Loss) From Operations	(3,959.43)	14,168.48	(18,127.91)	74,171.63	36,700.40	37,471.23	31,758.39	42,413.24	133.55
Non-Operating Revenue (Expenses):									
Gain (Loss) on investments	0.00	0.00	0.00	0.00	0.00	0.00	(645.62)	645.62	(100.00)
Investment Earnings	169.53	0.00	169.53	491.98	0.00	491.98	0.00	491.98	100.00

Martha & Mary
Statement of Revenues and Expenditures
Children's Services
From 3/1/2019 Through 3/31/2019

	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
Investment Fees									
Investment Fees	0.00	0.00	0.00	0.00	0.00	0.00	(976.14)	976.14	(100.00)
Total Investment Fees	0.00	0.00	0.00	0.00	0.00	0.00	(976.14)	976.14	(100.00)
Total Non-Operating Revenue (Expenses):	169.53	0.00	169.53	491.98	0.00	491.98	(1,621.76)	2,113.74	(130.34)
Inc (Loss) Before Mgmt. Fee M&M Mgmt Fee Rev(Exp)	(3,789.90)	14,168.48	(17,958.38)	74,663.61	36,700.40	37,963.21	30,136.63	44,526.98	147.75
Management fee expense	(14,093.50)	(12,570.60)	(1,522.90)	(38,813.28)	(37,110.28)	(1,703.00)	(37,954.82)	(858.46)	2.26
Total M&M Mgmt Fee Rev(Exp)	(14,093.50)	(12,570.60)	(1,522.90)	(38,813.28)	(37,110.28)	(1,703.00)	(37,954.82)	(858.46)	2.26
Change in Net Assets	(17,883.40)	1,597.88	(19,481.28)	35,850.33	(409.88)	36,260.21	(7,818.19)	43,668.52	(558.55)

Martha & Mary

Statement of Revenues and Expenditures

Ebenezer Services

From 3/1/2019 Through 3/31/2019

	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:									
Other services and fees	495.00	533.33	(38.33)	1,521.00	1,599.99	(78.99)	1,326.00	195.00	14.71
Rental income	21,110.75	20,156.00	954.75	63,280.75	60,468.00	2,812.75	56,624.34	6,656.41	11.76
Interest income	0.05	0.00	0.05	0.15	0.00	0.15	0.06	0.09	150.00
Total Operating and Support Revenue:	21,605.80	20,689.33	916.47	64,801.90	62,067.99	2,733.91	57,950.40	6,851.50	11.82
Operating Expenses:									
Salaries and wages	2,215.13	3,493.09	1,277.96	6,492.47	10,141.27	3,648.80	8,894.76	(2,402.29)	(27.01)
Benefits and payroll taxes	271.45	296.81	25.36	731.75	861.99	130.24	1,483.13	(751.38)	(50.66)
Supplies and food	4.49	41.67	37.18	4.49	125.01	120.52	100.00	(95.51)	(95.51)
Depreciation and amortization	2,306.08	1,651.50	(654.58)	6,918.24	4,954.50	(1,963.74)	4,994.72	1,923.52	38.51
Bank Fees	16.23	41.67	25.44	37.56	125.01	87.45	124.14	(86.58)	(69.74)
Purchased services	414.95	489.08	74.13	1,395.39	1,467.24	71.85	1,435.74	(40.35)	(2.81)
Utilities	5,271.58	4,395.83	(875.75)	14,988.33	13,187.49	(1,800.84)	14,070.47	917.86	6.52
Insurance	173.88	656.67	482.79	521.64	1,970.01	1,448.37	2,956.00	(2,434.36)	(82.35)
Repairs and maintenance	54.23	575.00	520.77	395.01	1,725.00	1,329.99	654.87	(259.86)	(39.68)
Licenses	12.85	4.17	(8.68)	50.70	12.51	(38.19)	0.00	50.70	100.00
Business taxes (includes SNA)	59.86	0.00	(59.86)	59.86	50.00	(9.86)	55.73	4.13	7.41
Total Operating Expenses:	10,800.73	11,645.49	844.76	31,595.44	34,620.03	3,024.59	34,769.56	(3,174.12)	(9.13)
Inc (Loss) From Operations	10,805.07	9,043.84	1,761.23	33,206.46	27,447.96	5,758.50	23,180.84	10,025.62	43.25
Non-Operating Revenue (Expenses):									
Gain (Loss) on investments	0.00	0.00	0.00	0.00	0.00	0.00	(1,069.27)	1,069.27	(100.00)
Investment Earnings	0.00	0.00	0.00	534.02	0.00	534.02	(83.01)	617.03	(743.32)
Investment Fees									
Investment Fees	280.76	0.00	280.76	280.76	0.00	280.76	(1,616.60)	1,897.36	(117.37)
Total Investment Fees	280.76	0.00	280.76	280.76	0.00	280.76	(1,616.60)	1,897.36	(117.37)
Total Non-Operating Revenue (Expenses):	280.76	0.00	280.76	814.78	0.00	814.78	(2,768.88)	3,583.66	(129.43)
Inc (Loss) Before Mgmt Fee M&M Mgmt Fee Rev(Exp)	11,085.83	9,043.84	2,041.99	34,021.24	27,447.96	6,573.28	20,411.96	13,609.28	66.67
Management fee expense	(972.26)	(931.00)	(41.26)	(2,916.08)	(2,793.00)	(123.08)	(2,483.17)	(432.91)	17.43
Total M&M Mgmt Fee Rev(Exp)	(972.26)	(931.00)	(41.26)	(2,916.08)	(2,793.00)	(123.08)	(2,483.17)	(432.91)	17.43
Change in Net Assets	10,113.57	8,112.84	2,000.73	31,105.16	24,654.96	6,450.20	17,928.79	13,176.37	73.49

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

From 3/1/2019 Through 3/31/2019

	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:									
Home & Comm. Services	111,280.86	123,218.04	(11,937.18)	305,093.33	357,818.50	(52,725.17)	334,468.20	(29,374.87)	(8.78)
Geriatric Care	2,616.45	8,068.49	(5,452.04)	13,745.90	23,424.65	(9,678.75)	17,094.76	(3,348.86)	(19.59)
Other services and fees	0.00	35.00	(35.00)	(34.95)	105.00	(139.95)	1,059.73	(1,094.68)	(103.30)
Interest income	0.04	0.00	0.04	1.28	0.00	1.28	3.50	(2.22)	(63.43)
Total Operating and Support Revenue:	113,897.35	131,321.53	(17,424.18)	318,805.56	381,348.15	(62,542.59)	352,626.19	(33,820.63)	(9.59)
Operating Expenses:									
Salaries and wages	76,207.14	85,668.78	9,461.64	211,173.45	250,862.76	39,689.31	243,935.21	(32,761.76)	(13.43)
Benefits and payroll taxes	16,910.85	17,022.66	111.81	47,815.55	51,067.98	3,252.43	49,641.64	(1,826.09)	(3.68)
Supplies and food	460.34	725.00	264.66	1,701.06	2,175.00	473.94	1,402.71	298.35	21.27
Depreciation and amortization	185.68	139.99	(45.69)	557.04	419.97	(137.07)	419.96	137.08	32.64
Bank Fees	2,012.28	2,279.17	266.89	6,725.74	6,837.51	111.77	6,566.17	159.57	2.43
Purchased services	1,635.31	1,981.97	346.66	4,726.28	5,945.91	1,219.63	7,026.62	(2,300.34)	(32.74)
Utilities	342.11	405.00	62.89	1,021.67	1,215.00	193.33	926.70	94.97	10.25
Bad debt expense	(100.00)	20.83	120.83	(200.00)	62.49	262.49	(300.00)	100.00	(33.33)
Insurance	664.16	423.70	(240.46)	1,992.48	1,271.10	(721.38)	1,668.90	323.58	19.39
Repairs and maintenance	74.63	121.67	47.04	137.42	365.01	227.59	183.22	(45.80)	(25.00)
Licenses	220.84	221.66	0.82	639.97	664.98	25.01	786.73	(146.76)	(18.65)
Business taxes (includes SNA)	1,708.46	1,938.75	230.29	4,782.05	5,816.25	1,034.20	5,289.33	(507.28)	(9.59)
Travel and education	956.41	1,875.84	919.43	2,334.18	5,627.52	3,293.34	3,600.79	(1,266.61)	(35.18)
Dues and subscriptions	161.05	233.33	72.28	859.97	699.99	(159.98)	581.25	278.72	47.95
Miscellaneous	1,008.00	1,008.00	0.00	3,024.00	3,024.00	0.00	3,024.00	0.00	0.00
Total Operating Expenses:	102,447.26	114,066.35	11,619.09	287,290.86	336,053.47	48,764.61	324,753.23	(37,462.37)	(11.54)
Inc (Loss) From Operations	11,450.09	17,255.18	(5,805.09)	31,514.70	45,292.68	(13,777.98)	27,872.96	3,641.74	13.07
Non-Operating Revenue (Expenses):									
Misc non-operating revenue (expense)	0.00	(20.83)	20.83	0.00	(62.49)	62.49	0.00	0.00	0.00
Total Non-Operating Revenue (Expenses):	0.00	(20.83)	20.83	0.00	(62.49)	62.49	0.00	0.00	0.00
Inc (Loss) Before Mgmt Fee M&M Mgmt Fee Rev(Exp)	11,450.09	17,234.35	(5,784.26)	31,514.70	45,230.19	(13,715.49)	27,872.96	3,641.74	13.07
Management fee expense	(4,840.64)	(5,581.16)	740.52	(13,549.18)	(16,207.29)	2,658.11	(15,868.18)	2,319.00	(14.61)
Total M&M Mgmt Fee Rev(Exp)	(4,840.64)	(5,581.16)	740.52	(13,549.18)	(16,207.29)	2,658.11	(15,868.18)	2,319.00	(14.61)
Change in Net Assets	6,609.45	11,653.19	(5,043.74)	17,965.52	29,022.90	(11,057.38)	12,004.78	5,960.74	49.65