



April 2021 Financial Summary

Year to Date Operating Result

- Our combined revenue and expense year to date through April is an operating loss of \$1.5M vs. a budget of \$1.3M or \$189K worse than plan. This result is a combination of revenue falling short of plan by \$279K while total expenses are better than plan by \$90K.

Revenue - Month

- Monthly revenue from all sources was \$609K and was \$143K worse than plan with principal variances in monthly care fees (apartment vacancies), worse by \$41K, SNF fees (reduced census) worse by \$46K and Medicare revenue (lower than budgeted reimbursement fees), worse by \$30K.
- Monthly care fees are below plan due to 16 apartment vacancies composed of 2, 2 bedroom units, 7, 1 bedroom units, and 7 studio units. The estimated revenue from these vacant apartments is \$100K per month or \$1.2M annualized.
- Lost revenue through April: 4 residents have passed away, 2 discharged, and 1 resident terminated their contract resulting in \$68K in lost revenue on a monthly basis and \$816K annualized.
- Medicare A monthly revenue below plan due to daily patient revenue of \$647 vs. \$946 budgeted.
- No new residents have been admitted in 2021.

Expenses-Month

- Monthly operating expenses were \$1.0M and at plan.
- Wages & Salaries-under budget by \$7K principally due to favorable variances in most departments.
- Food-continues under budget by \$8K. This favorable result is due to the reduction in special events. As the restrictions relative to COVID continue to be relaxed, it is expected that such events will begin increasing with a corresponding increase in food expense.
- Grounds Maintenance-over budget by \$5K due to replacement of broken sprinkler system heads and installation of new plants.
- Cleaning Supplies & Paper Products-over budget by \$8K principally due to Dining Services, \$5K in linen costs that were unbudgeted and \$2K in kitchen cleaning invoices from prior months that were previously unbilled.
- Equipment & Long Term Maintenance-over by \$7K in the month mostly due to several unrelated Maintenance repairs for the elevator (\$1.6K), plumbing (\$1.3K), HVAC (\$3.8K), kitchen disposer (\$1.9K) and boiler (\$2K).

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- Accounting Fees-over budget by \$4K in the month due to interim payment for annual financial audit. Timing issue, budget is straight-lined over the course of the year.
- Licenses, Taxes & Fees-over budget by \$12K due to annual DSS provider fee payment.

Capital Projects - Month

- There were \$118K in renovation payments in the month for 6 different apartment projects, #224, #412, #311, 1538 Francisco, #307/#403, and #107.

Bernstein Investment Portfolio – Cash Draws Month

- Bernstein regular monthly draws were \$205K. There was an additional transfer of \$535K in April in order to meet operational needs. Year to date, regular transfers stand at \$820K, additional transfers at \$1.485M, and \$2.305M in total.

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