

	2011 Annual as of 12/31/11	Projected 2012 as 4/30/12	\$ Change	% Change
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Revenue	\$ 10,372,700	\$ 8,313,000	\$ (2,059,700)	-24.8%
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Direct Costs

Salaries & Wages	\$ 4,791,497	\$ 4,974,165	\$ 182,668	3.7%
Other Expenses(1)	\$ 1,928,073	\$ 1,612,764	\$ (315,309)	-19.6%
Facilities	\$ 173,158	\$ 104,101	\$ (69,057)	-66.3%
General Liability	\$ 80,906	\$ 85,000	\$ 4,094	4.8%
Benefit Costs	\$ 3,019,782	\$ 3,394,786	\$ 375,004	11.0%
Peer Grouping	\$ 131,536	\$ 105,229	\$ (26,307)	-25.0%
Laundry Electricity	\$ 11,722	\$ 2,100	\$ (9,622)	-458.2%
Laundry Gas	\$ 847	\$ 651	\$ (196)	-30.1%
Main Bldg Electricity	\$ 144,002	\$ 124,431	\$ (19,571)	-15.7%
Main Bldg Gas	\$ 31,568	\$ 48,000	\$ 16,432	34.2%
Bldgs & Grnds	\$ 65,820	\$ 65,820	\$ -	0.0%
I.T.	\$ 72,774	\$ 73,289	\$ 515	0.7%

TOTAL Costs (2)	\$ 10,451,685	\$ 10,590,336	\$ 138,651	1.3%
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Deficit	\$ 78,985	\$ 2,277,336	\$ 2,198,351	96.5%
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(1)2012 Projections includes only one month of Therapy costs at approximately \$75K per month.

Adding three additional months of Therapy at \$75K per month would increase OE by \$225K.

(2)We expect to modify OE costs upward once we have tallied all 2011 nursing home bills received/paid after January 1, 2012