



MESSIAH  
Lifeways®

Life. Embraced.™

# Agenda

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- ★ Fiscal Year Ended June 30, 2021
- ★ Budget July 1, 2021 to June 30, 2022
- ★ Benevolent Care



ML at  
Messiah  
Village

ML  
Community  
Support  
Services

ML at  
Mount Joy  
Country  
Homes

Messiah Lifeways

The image features a solid red background. In the center, the text "Fiscal Year Ended June 30, 2021" is written in a white, sans-serif font. Faint, dark red silhouettes of grass or reeds are scattered across the background, particularly concentrated in the lower half of the image.

Fiscal Year Ended June 30, 2021

# Messiah Lifeways at Messiah Village

## Balance Sheet

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UNAUDITED	As of June 30, 2020	As of June 30, 2021	\$ Difference	% Difference
<b>ASSETS</b>				
Cash and Cash Equivalents	\$ 16,382,046	\$ 13,184,913	\$ (3,197,133)	-19.52%
Receivables	5,151,863	4,266,760	(885,103)	-17.18%
Investments	53,550,235	67,549,032	13,998,797	26.14%
Property and Equipment, Net	110,738,453	105,463,523	(5,274,930)	-4.76%
Other Assets	1,971,045	1,863,709	(107,336)	-5.45%
<b>TOTAL ASSETS</b>	<b>\$ 187,793,642</b>	<b>\$ 192,327,937</b>	<b>\$ 4,534,295</b>	<b>2.41%</b>

# Messiah Lifeways at Messiah Village

## Balance Sheet

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UNAUDITED	Year Ended June 30, 2020	Year Ended June 30, 2021	\$ Difference	% Difference
<b>LIABILITIES &amp; NET ASSETS</b>				
Long Term Debt & Derivative Financial Instruments	\$ 88,246,835	\$ 84,613,332	\$ (3,633,503)	-4.12%
Accounts Payable & Accrued Expenses	4,882,990	3,971,758	(911,232)	-18.66%
Deferred Revenue from Entrance Fees	48,061,609	47,298,424	(763,185)	-1.59%
Other Liabilities	2,921,457	1,929,155	(992,302)	-33.97%
Net Assets Without Donor Restrictions	23,684,667	29,369,976	5,685,309	24.00%
Net Assets With Donor Restrictions	19,996,084	25,145,292	5,149,208	25.75%
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$ 187,793,642</b>	<b>\$ 192,327,937</b>	<b>\$ 4,534,295</b>	<b>2.41%</b>

# Actual Revenue:

## Year Ended June 30 , 2020 vs June 30, 2021

UNAUDITED	Year Ended June 30, 2020	Year Ended June 30, 2021	\$ Difference	% Difference
REVENUES				
Net Resident Services Revenues	\$ 49,990,457	\$ 43,335,603	\$ (6,654,854)	-13.31%
Other Revenue	1,025,342	774,239	(251,103)	-24.49%
Grant Revenue	902,281	1,742,517	840,236	93.12%
Contributions and Releases From Restriction	1,431,667	1,335,886	(95,781)	-6.69%
<b>Total Revenues Without Donor Restrictions</b>	<b>\$ 53,349,747</b>	<b>\$ 47,188,245</b>	<b>\$ (6,161,502)</b>	<b>-11.55%</b>

## Actual Expense: Year Ended June 30 , 2020 vs June 30, 2021

UNAUDITED	Year Ended June 30, 2020	Year Ended June 30, 2021	\$ Difference	% Difference
EXPENSES				
Salaries, Wages and Benefits	\$ 20,352,942	\$ 20,318,713	\$ (34,229)	-0.17%
Fees, Purchased Services and Supplies	16,974,014	17,113,875	139,861	0.82%
Building Operations and Maintenance	2,142,029	2,059,374	(82,655)	-3.86%
Administration	896,768	478,653	(418,115)	-46.62%
Depreciation and Amortization	7,639,003	7,708,175	69,172	0.91%
Insurance and Real Estate Taxes	1,468,797	1,546,844	78,047	5.31%
Interest Expense	3,346,343	3,135,167	(211,176)	-6.31%
<b>Total Expenses</b>	<b>\$ 52,819,896</b>	<b>\$ 52,360,801</b>	<b>\$ (459,095)</b>	<b>-0.87%</b>



UNAUDITED	Year Ended June 30, 2020	Year Ended June 30, 2021	\$ Difference	% Difference
Operating Income (Loss)	\$ 529,851	\$ (5,172,556)	\$ (5,702,407)	-1076.23%
Non-Operating Gains (Losses)				
Investment Return - Unrestricted	685,447	8,809,912	8,124,465	1185.28%
Change in Value of Derivative	(2,938,959)	1,974,013	4,912,972	-167.17%
Other	57,117	73,940	16,823	29.45%
<b>Total Change in Net Assets - Without Restrictions</b>	<b>\$ (1,666,544)</b>	<b>\$ 5,685,309</b>	<b>\$ 7,351,853</b>	<b>-441.14%</b>
<i>Net Assets with Donor Restrictions</i>				
Contributions	\$ 432,067	\$ 1,373,058	\$ 940,991	217.79%
Investment Return - Restricted	361,289	5,039,568	4,678,279	1294.89%
Net Assets Released from Restriction	(1,353,456)	(1,258,152)	95,304	-7.04%
Other	(69,797)	(5,266)	64,531	-92.46%
<b>Total Change in Net Assets With Donor Restrictions</b>	<b>\$ (629,897)</b>	<b>\$ 5,149,208</b>	<b>\$ 5,779,105</b>	<b>-917.47%</b>



Budget July 1, 2021 to June 30, 2022

## ML at MV Budgeted Revenues

	BUDGET 2021	BUDGET 2022	\$ Difference	% Difference
REVENUES				
Net Resident Services Revenues	\$ 51,096,267	\$ 43,692,791	\$ (7,403,476)	-14.49%
Other Revenue	1,306,176	949,701	(356,475)	-27.29%
Contributions and Releases From Restriction	1,402,980	1,572,040	169,060	12.05%
TOTAL REVENUE	\$ 53,805,423	\$ 46,214,532	\$ (7,590,891)	-14.11%

## Revenue Budget (000s) by Area - ML at MV

	2021	2022	\$ Change	% Change
Residential Living Monthly Fees	7,023	7,535	512	7.29%
Residential Living Entrance Fee Amortization	4,506	4,507	1	0.02%
Enhanced Living Daily Fees	14,204	12,236	(1,968)	-13.86%
Nursing Daily Fees	22,123	16,780	(5,343)	-24.15%
Physical, Occupational, and Speech Therapy	2,260	1,861	(399)	-17.65%
Resident Ancillary Services	980	775	(205)	-20.92%
Campus Dining	765	449	(316)	-41.31%
Other Income	541	500	(41)	-7.58%
Contributions	313	281	(32)	-10.22%
Release from the Endowment Funds	1,090	1,291	201	18.44%
<b>Total Revenue</b>	<b>53,805</b>	<b>46,215</b>	<b>(7,590)</b>	<b>-14.11%</b>

**Nursing, Enhanced Living,  
and Residential Living**

**Revenue =**

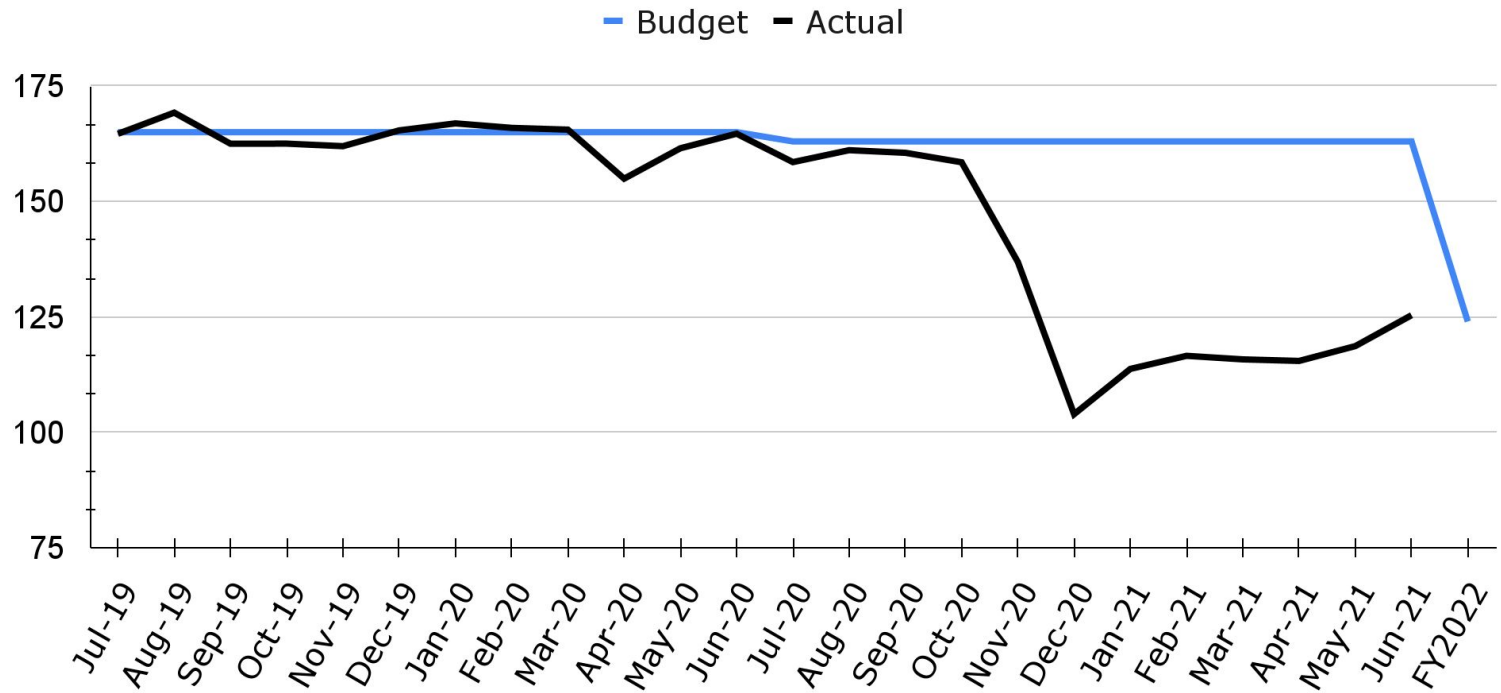
**Rate x Occupancy**

# Rates

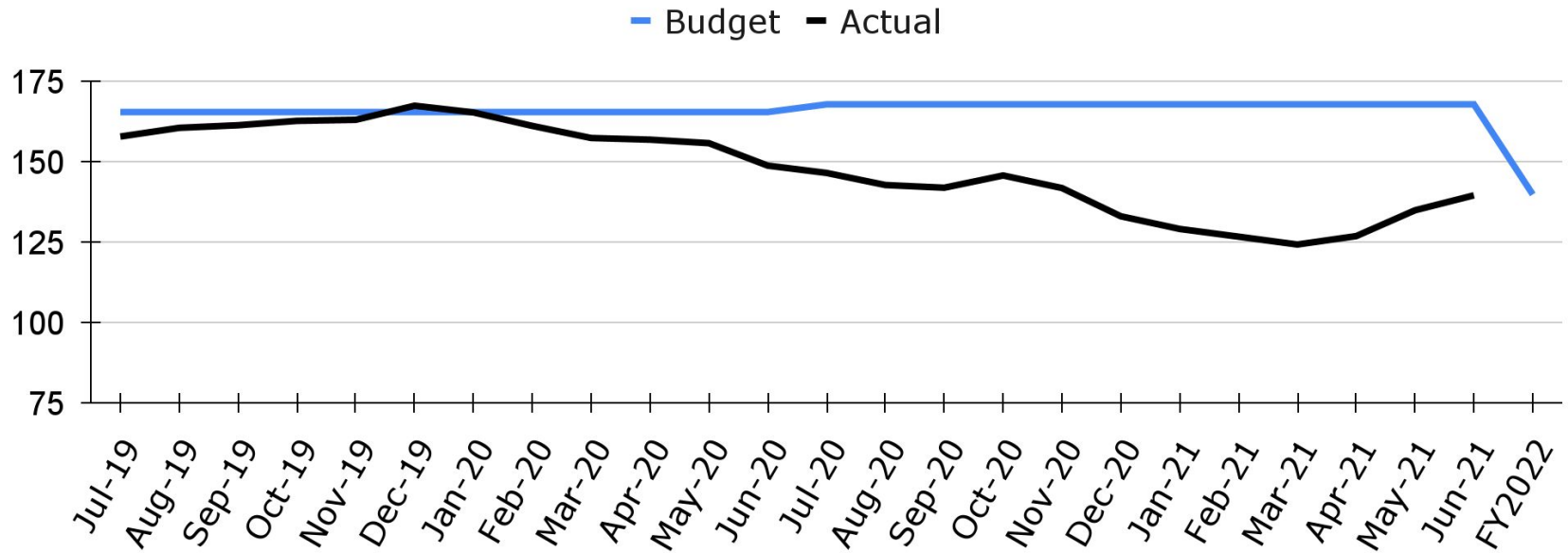
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Average Daily/Monthly Rate Increases	2020	2021	2022
Nursing	3.5%	4.0%	4.5%
Enhanced Living	3.5%	3.5%	4.5%
Residential Living	3.5%	4.0% - 4.2%	3.5%

# Nursing Occupancy - Based on Residents per Day



# Enhanced Living Occupancy - Based on Residents per Day





## Residential Living Occupancy - Based on Living Units

	Budget Year 2021			Budget Year 2022		
	Budget Units Available	Budget Units Occupied	Budgeted Occupancy %	Budget Units Available	Budget Units Occupied	Budgeted Occupancy %
Total	360	339.50	93.90%	362	342.0	94.48%
Cottages	152	147.00	96.70%	154	146.0	94.81%
Village Commons	124	114.50	90.30%	124	116.0	93.55%
Village Square	84	78.00	94.00%	84	80.0	95.24%



In Summary...

While Rates did increase in all living areas,

*Occupancy is down in Nursing and Enhanced Living*

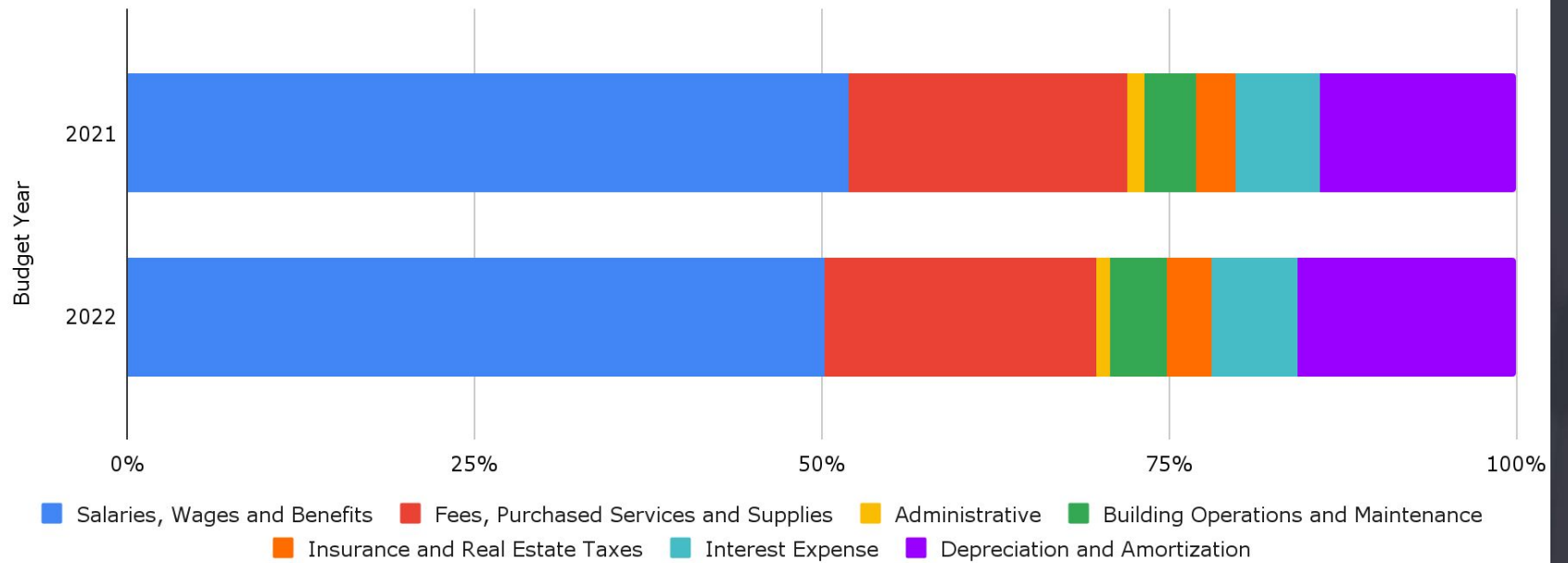
## ML at MV Budgeted Expenses

	BUDGET 2021	BUDGET 2022	\$ Difference	% Difference
<b>EXPENSES</b>				
Salaries, Wages and Benefits	\$ 21,701,381	\$ 19,420,542	\$ (2,280,839)	-11.74%
Fees, Purchased Services and Supplies	16,948,158	14,884,482	(2,063,676)	-13.86%
Administrative	680,440	469,916	(210,524)	-44.80%
Building Operations and Maintenance	2,007,060	1,996,615	(10,445)	-0.52%
Insurance and Real Estate Taxes	1,531,916	1,590,416	58,500	3.68%
Interest Expense	3,268,416	3,050,832	(217,584)	-7.13%
Depreciation and Amortization	7,576,680	7,755,468	178,788	2.31%
<b>TOTAL EXPENSES</b>	<b>\$ 53,714,051</b>	<b>\$ 49,168,271</b>	<b>\$ (4,545,780)</b>	<b>-9.25%</b>

## Expense Budget Adjusted for Contract Labor

	2021	% of total	2022	% of total
Salaries, Wages and Benefits	27,883,019	51.9%	24,667,120	50.2%
Fees, Purchased Services and Supplies	10,766,520	20.0%	9,637,904	19.6%
Administrative	680,440	1.3%	469,916	1.0%
Building Operations and Maintenance	2,007,060	3.7%	1,996,615	4.1%
Insurance and Real Estate Taxes	1,531,916	2.9%	1,590,416	3.2%
Interest Expense	3,268,416	6.1%	3,050,832	6.2%
Depreciation and Amortization	7,576,680	14.1%	7,755,468	15.8%
<b>TOTAL EXPENSES</b>	<b>53,714,051</b>		<b>49,168,271</b>	

### Budget Expense Composition (Adjusted for Dining and Therapy Labor)



## A Budget is a Plan...

	2018	2019	2020	2021	2022
Total Budgeted Revenue	44,584,427	48,423,158	51,363,913	53,805,423	46,214,532
Total Budgeted Expense	47,700,556	51,288,053	53,264,897	53,714,051	49,168,271
Budgeted Net Operating Income (Loss)	(3,116,129)	(2,864,895)	(1,900,984)	91,372	(2,953,739)
Total Actual Revenue	42,181,016	48,738,673	53,349,747	47,188,245	??
Total Actual Expense	46,533,086	51,362,082	52,819,896	52,319,409	??
Actual Net Operating Income (Loss)	(4,352,070)	(2,623,409)	529,851	(5,131,164)	??
Difference	(1,235,941)	241,486	2,430,835	(5,222,536)	



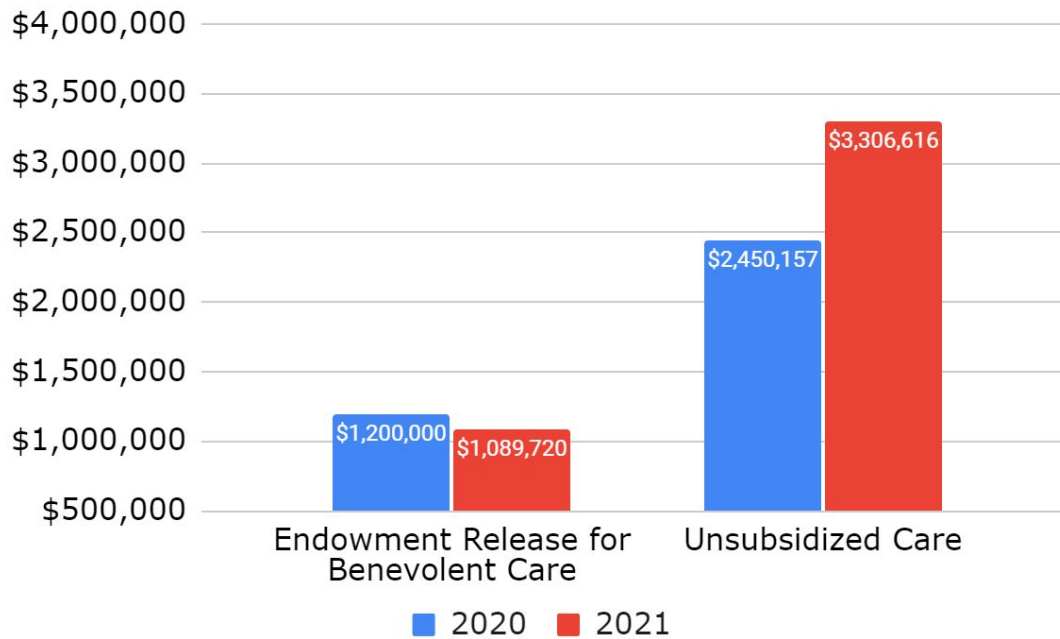
# Benevolent Care

## **Benevolent Care**

The purpose of the Benevolent Care Program ("Program") is to provide assistance to residents of Messiah Lifeways who have outlived their resources and are no longer able to pay their entire monthly/daily fee. The Program is partially funded by the Messiah Village Endowment Fund and is available to those who meet specific financial requirements.

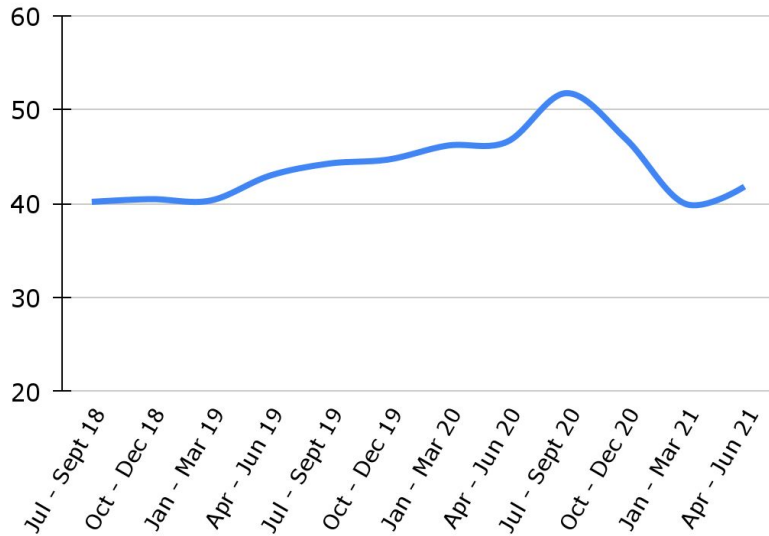


# Release from Endowment vs. Unsubsidized Care

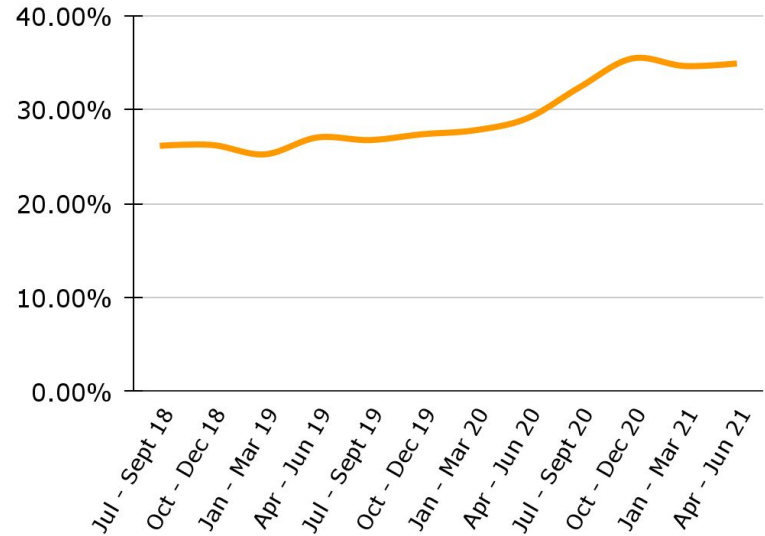


# Medicaid/Benevolent Care - Nursing Facility

Average Number of Residents on Medicaid

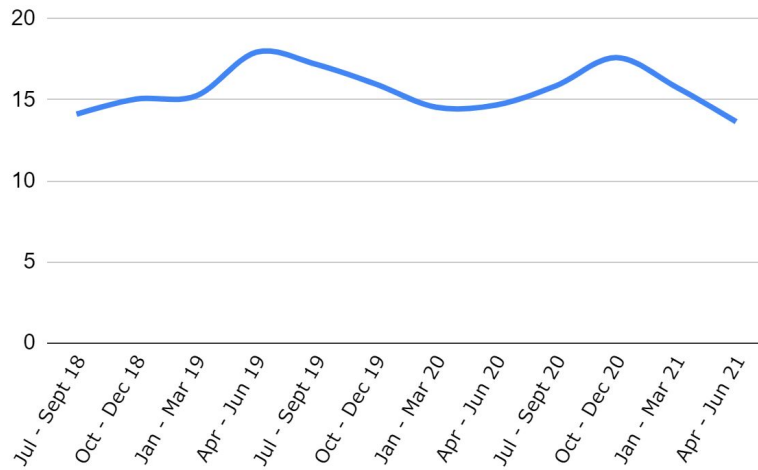


% of Total Residents on Medicaid

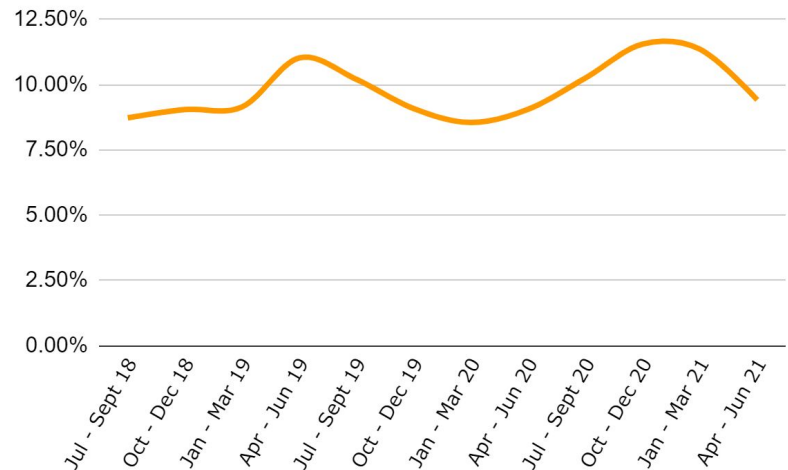


# Benevolent Care - Enhanced Living

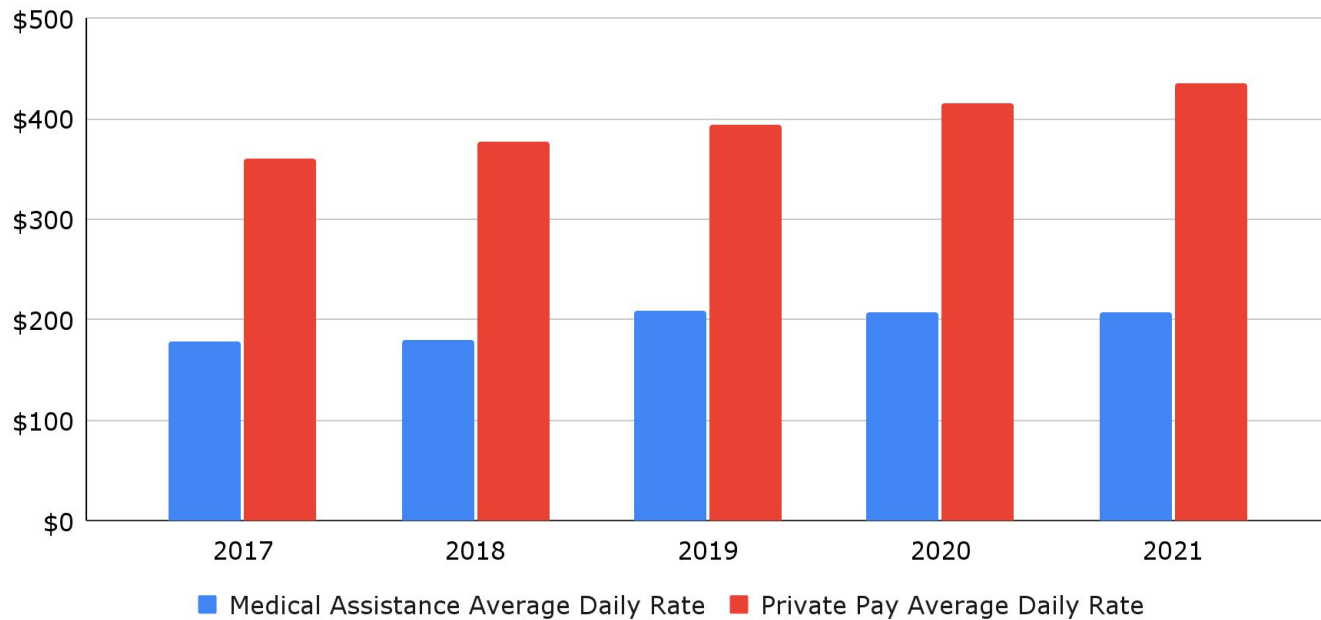
Number of Residents on Benevolent Care



% of Total Residents on Benevolent Care



# Medical Assistance Average Daily Rate vs. Private Pay Average Daily Rate



# Questions?

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