

**SOUTHEAST GEORGIA HEALTH SYSTEM - BRUNSWICK CAMPUS
STATEMENT OF REVENUES AND EXPENSES**

	2015	2016	PROJECTED 2017	%	Budget 2018	%	Forecast 2019	%	Forecast 2020	%
GROSS PATIENT REVENUE										
Room Accommodation	\$ 74,378,000	\$ 76,109,000	\$ 80,360,000	5.6	\$ 85,059,000	5.8	\$ 86,760,000	2.0	\$ 88,495,000	2.0
IP Ancillary Revenue	230,576,000	233,204,000	238,934,000	2.5	252,486,000	5.7	256,273,000	1.5	260,117,000	1.5
Total Inpatient Revenue	304,954,000	309,313,000	319,294,000	3.2	337,545,000	5.7	343,033,000	1.6	348,612,000	1.6
Total Outpatient Revenue	283,122,000	313,917,000	316,451,000	0.8	328,120,000	3.7	336,323,000	2.5	344,731,000	2.5
Total Patient Revenue	588,076,000	623,230,000	635,745,000	2.0	665,665,000	4.7	679,356,000	2.1	693,343,000	2.1
REVENUE DEDUCTIONS										
Medicare & Medicaid	248,697,000	265,852,000	273,356,000	2.8	288,590,000	5.6	294,231,000	2.0	298,787,000	1.5
Charity Care	15,516,000	13,105,000	16,010,000	22.2	21,898,000	36.8	22,348,000	2.1	22,808,000	2.1
Other Revenue Deductions	47,081,000	55,393,000	53,616,000	(3.2)	55,374,000	3.3	56,513,000	2.1	57,677,000	2.1
Bad Debt Expense	37,196,000	34,526,000	36,995,000	7.2	34,870,000	(5.7)	35,237,000	1.1	35,962,000	2.1
Total Revenue Deductions	348,490,000	368,876,000	379,977,000	3.0	400,732,000	5.5	408,329,000	1.9	415,234,000	1.7
NET OPERATING REVENUE	239,586,000	254,354,000	255,768,000	0.6	264,933,000	3.6	271,027,000	2.3	278,109,000	2.6
Other Operating Revenue	7,945,000	7,571,000	6,427,000	(15.1)	6,254,000	(2.7)	5,872,000	(6.1)	5,901,000	0.5
TOTAL OPERATING REVENUE	247,531,000	261,925,000	262,195,000	0.1	271,187,000	3.4	276,899,000	2.1	284,010,000	2.6
EXPENSES										
Wages	63,469,000	66,522,000	68,699,000	3.3	72,858,000	6.1	74,679,000	2.5	76,546,000	2.5
Benefits	20,929,000	21,195,000	19,978,000	(5.7)	21,542,000	7.8	21,973,000	2.0	22,412,000	2.0
Contract Personnel	7,235,000	9,197,000	12,763,000	38.8	9,963,000	(21.9)	10,063,000	1.0	10,164,000	1.0
Supplies	36,191,000	38,563,000	36,430,000	(5.5)	36,349,000	(0.2)	36,139,000	(0.6)	36,320,000	0.5
Drugs and IV's	16,145,000	22,625,000	24,721,000	9.3	25,760,000	4.2	26,275,000	2.0	26,801,000	2.0
Physician Fees	6,161,000	6,203,000	6,823,000	10.0	7,427,000	8.9	7,576,000	2.0	7,728,000	2.0
Professional Fees	5,081,000	4,664,000	4,033,000	(13.5)	4,754,000	17.9	4,849,000	2.0	4,946,000	2.0
Insurance	2,745,000	2,158,000	2,562,000	18.7	2,597,000	1.4	2,675,000	3.0	2,755,000	3.0
Utilities	3,917,000	3,645,000	4,092,000	12.3	3,835,000	(6.3)	3,912,000	2.0	3,990,000	2.0
Outside Services	19,488,000	21,930,000	21,836,000	(0.4)	21,312,000	(2.4)	21,738,000	2.0	22,173,000	2.0
Depreciation	16,857,000	16,266,000	16,085,000	(1.1)	16,511,000	2.6	17,337,000	5.0	19,071,000	10.0
Provider Tax Expense	3,197,000	3,311,000	3,203,000	(3.3)	3,457,000	7.9	3,526,000	2.0	3,597,000	2.0
Other Expense	6,732,000	7,028,000	7,106,000	1.1	7,431,000	4.6	7,580,000	2.0	7,732,000	2.0
Interest Expense	5,388,000	3,601,000	3,738,000	3.8	3,751,000	0.3	3,760,000	0.2	3,769,000	0.2
TOTAL OPERATING EXPENSE	213,535,000	226,908,000	232,069,000	2.3	237,547,000	2.4	242,082,000	1.9	248,004,000	2.4
EXCESS REVENUE OVER EXPENSE										
FROM OPERATIONS	33,996,000	35,017,000	30,126,000	(14.0)	33,640,000	11.7	34,817,000	3.5	36,006,000	3.4
<i>Operating Margin</i>	<i>14.2%</i>	<i>13.8%</i>	<i>11.8%</i>		<i>12.7%</i>		<i>12.8%</i>		<i>12.9%</i>	
NON-OPERATING REVENUE (Expenses)										
Investment Income	3,769,000	4,320,000	3,948,000	(8.6)	4,689,000	18.8	4,783,000	2.0	4,879,000	2.0
Realized Gain (Loss) From Investments	9,314,000	2,062,000	(2,134,000)	(203.5)	960,000	(145.0)	970,000	1.0	980,000	1.0
Unrealized Gain (Loss) From Investments	(4,169,000)	(10,957,000)	12,181,000	(211.2)	2,160,000	(82.3)	2,182,000	1.0	2,204,000	1.0
	8,914,000	(4,575,000)	13,995,000		7,809,000		7,935,000		8,063,000	
Restricted Income for Capital	68,000	-	-	#DIV/0!	-	0.0	-	0.0	-	0.0
Other Non-Operating Revenue(Expense)	(2,893,000)	1,411,000	220,000	(84.4)			4,039,000			
Other Revenue (Minority Interest)	(580,000)	(801,000)	(1,472,000)	83.8	(800,000)	(45.7)	(824,000)	3.0	(849,000)	3.0
TOTAL NON-OPERATING REVENUE (Expenses)	5,509,000	(3,965,000)	12,743,000	(421.4)	7,009,000	(45.0)	11,150,000	59.1	7,214,000	(35.3)
EXCESS REVENUE OVER EXPENSE										
BEFORE INCOME FROM SUBSIDIARIES	39,505,000	31,052,000	42,869,000	38.1	40,649,000	(5.2)	45,967,000	0.1	43,220,000	(0.1)
Income From Camden Campus	5,897,000	5,625,000	6,854,000	21.8	7,134,000		6,655,000		6,161,000	
Income From CHSI	(26,960,000)	(29,376,000)	(28,997,000)	(1.3)	(28,950,000)		(29,653,000)		(30,674,000)	
Equity Transfer CHSI	-	6,462,000	28,256,000	337.3						
Income From SCC-St. Marys	(822,000)	(869,000)	(739,000)	(15.0)	(771,000)		(830,000)		(890,000)	
Income From SCC-Brunswick	(563,000)	914,000	1,147,000	25.5	87,000		(13,000)		(115,000)	
Income From Foundation	965,000	(263,000)	1,092,000	(515.2)	927,000		947,000		967,000	
Income From QALICB	(226,000)	(79,000)	(58,000)	(26.6)	(132,000)		(135,000)		(137,000)	
EXCESS REVENUE OVER EXPENSE	\$ 17,796,000	\$ 13,466,000	\$ 50,424,000	274.5	\$ 18,944,000	(62.4)	\$ 22,938,000	0.2	\$ 18,532,000	(0.2)
<i>Total Margin</i>	<i>7.4%</i>	<i>5.3%</i>	<i>19.7%</i>		<i>7.2%</i>		<i>8.5%</i>		<i>6.7%</i>	

SOUTHEAST GEORGIA HEALTH SYSTEM - BRUNSWICK CAMPUS
STATISTICAL BUDGET
OPERATING STATISTICS COMPARISONS

	2015	2016	PROJECTED 2017	%	BUDGET 2018	%	FORCAST 2019	%	FORCAST 2020	%
ACUTE										
Admissions	11,232	11,067	11,530	4.2	11,585	0.5	11,672	0.8	11,759	0.8
Days	54,276	54,932	57,834	5.3	58,414	1.0	58,998	1.0	59,588	1.0
Average Length of Stay	4.83	4.96	5.02	1.2	5.04	0.4	5.05	0.2	5.07	0.4
Total Admissions (excluding newborns)	11,232	11,067	11,530	4.2	11,585	0.5	11,672	0.8	11,759	0.8
Total Patient Days	54,276	54,932	57,834	5.3	58,414	1.0	58,998	1.0	59,588	1.0
Average Daily Census	148.7	150.1	158.4	5.6	160.0	1.0	161.6	1.0	162.8	0.7
Total Observation Cases	2,106	1,705	1,720	0.9	1,711	(0.5)	1,745	2.0	1,780	2.0
Total Observation Days	3,330	2,875	2,953	2.7	2,938	(0.5)	2,997	2.0	3,057	2.0
NEWBORNS										
Births	1,327	1,302	1,271	(2.4)	1,296	2.0	1,300	0.3	1,310	0.8
Days	3,042	2,998	2,851	(4.9)	2,920	2.4	2,934	0.5	2,949	0.5
Average Length of Stay	2.29	2.30	2.24	(2.6)	2.25	0.4	2.26	0.4	2.25	(0.4)
Case Mix Index (Acute only)	1.5218	1.5671	1.5891	1.4	1.6129	1.5	1.6169	0.2	1.6208	0.2
Acute Occupancy Rate	59.7%	60.3%	63.6%	5.6	64.3%	1.0	64.3%	-	64.3%	-
Cath Lab Procedures	1,737	2,024	2,039	0.7	2,069	1.5	2,110	2.0	2,150	1.9
Surgeries (1)										
Total Inpatient	2,860	3,006	2,989	(0.6)	3,019	1.0	3,020	0.0	3,040	0.7
Outpatient	3,309	3,506	3,618	3.2	3,655	1.0	3,690	1.0	3,728	1.0
Outpatient Surgery Center	3,575	3,441	3,139	(8.8)	3,155	0.5	3,188	1.0	3,220	1.0
Endoscopy	1,973	2,080	2,282	9.7	2,350	3.0	2,374	1.0	2,398	1.0
SGHS Endoscopy Center	3,030	2,920	2,824	(3.3)	2,909	3.0	2,938	1.0	2,968	1.0
Total Outpatient	11,887	11,947	11,863	(0.7)	12,069	1.7	12,190	1.0	12,314	1.0
Total Surgeries	14,747	14,953	14,852	(0.7)	15,088	1.6	15,210	0.8	15,354	0.9

SOUTHEAST GEORGIA HEALTH SYSTEM - BRUNSWICK CAMPUS
STATISTICAL BUDGET
OPERATING STATISTICS COMPARISONS

	<u>2015</u>	<u>2016</u>	<u>PROJECTED</u> <u>2017</u>	%	<u>BUDGET</u> <u>2018</u>	%	<u>FORCAST</u> <u>2019</u>	%	<u>FORCAST</u> <u>2020</u>	%
Emergency Visits	50,920	54,258	51,846	(4.4)	52,364	1.0	53,410	2.0	54,480	2.0
Other Outpatient	179,944	183,238	182,329	(0.5)	185,976	2.0	189,700	2.0	193,490	2.0
Adjusted Patient Days	104,666	110,682	115,153	4.0	116,147	0.9	116,842	0.6	118,513	1.4
Gross Revenue per Adj Pt Day	\$ 5,619	\$ 5,631	\$ 5,521	(2.0)	\$ 5,731	3.8	\$ 5,814	1.4	\$ 5,850	0.6
Net Revenue per Adj Pt Day(Includes Bad Debt)	\$ 2,289	\$ 2,298	\$ 2,221	(3.3)	\$ 2,281	2.7	\$ 2,320	1.7	\$ 2,347	1.2
Expense per Adj Pt Day(Excludes Bad Debt)	\$ 2,040	\$ 2,050	\$ 2,015	(1.7)	\$ 2,045	1.5	\$ 2,072	1.3	\$ 2,093	1.0
Total FTE's	1,300	1,344	1,395	3.7	1,433	2.7	1,436	0.2	1,436	0.0
FTE per Adj Occ Bed	4.53	4.45	4.42	(0.6)	4.54	2.7	4.49	(1.2)	4.42	(1.4)
Net Days in A/R (Rev. Net of Bad Debt)	65.0	68.3	67.4	(1.3)	63.2	(6.3)	60.6	(4.1)	57.7	(4.8)