

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

	2018	2019	2020	%	Budget 2021	%	Forecast 2022	%	Forecast 2023	%
GROSS PATIENT REVENUE										
Room Accommodation	\$ 89,537,000	\$ 95,529,000	\$ 110,889,000	16.1	\$ 118,162,000	6.6	\$ 122,888,000	4.0	\$ 127,804,000	4.0
IP Ancillary Revenue	263,084,000	266,030,000	271,541,000	2.1	285,892,000	5.3	297,328,000	4.0	309,221,000	4.0
Total Inpatient Revenue	352,621,000	361,559,000	382,430,000	5.8	404,054,000	5.7	420,216,000	4.0	437,025,000	4.0
Total Outpatient Revenue	333,331,000	372,559,000	387,841,000	4.1	408,807,000	5.4	427,203,000	4.5	444,291,000	4.0
Total Patient Revenue	685,952,000	734,118,000	770,271,000	4.9	812,861,000	5.5	847,419,000	4.3	881,316,000	4.0
REVENUE DEDUCTIONS										
Medicare & Medicaid	296,155,000	321,845,000	336,225,000	4.5	356,422,000	6.0	371,203,000	4.1	385,279,000	3.8
Charity Care	33,632,000	39,318,000	36,594,000	(6.9)	38,432,000	5.0	39,068,000	1.6	39,379,000	0.8
Other Revenue Deductions	62,224,000	62,259,000	77,690,000	24.8	79,754,000	2.7	83,145,000	4.3	86,471,000	4.0
Bad Debt Expense	29,704,000	29,283,000	41,057,000	40.2	44,340,000	8.0	44,725,000	0.9	45,014,000	0.6
Total Revenue Deductions	421,715,000	452,705,000	491,566,000	8.6	518,948,000	5.6	538,139,000	3.7	556,143,000	3.3
NET OPERATING REVENUE	264,237,000	281,413,000	278,705,000	(1.0)	293,913,000	5.5	309,280,000	5.2	325,173,000	5.1
Other Operating Revenue	6,387,000	5,559,000	12,831,000	130.8	8,710,000	(32.1)	5,239,000	(39.9)	5,265,000	0.5
TOTAL OPERATING REVENUE	270,624,000	286,972,000	291,536,000	1.6	302,623,000	3.8	314,519,000	3.9	330,438,000	5.1
EXPENSES										
Wages	76,872,000	79,889,000	83,560,000	4.6	87,622,000	4.9	89,813,000	2.5	92,058,000	2.5
Benefits	22,481,000	24,413,000	21,965,000	(10.0)	23,878,000	8.7	24,356,000	2.0	24,843,000	2.0
Contract Personnel	12,552,000	7,284,000	9,524,000	30.8	9,348,000	(1.8)	9,395,000	0.5	9,442,000	0.5
Supplies	34,827,000	37,221,000	35,741,000	(4.0)	35,413,000	(0.9)	35,944,000	1.5	36,483,000	1.5
Drugs and IV's	26,354,000	29,097,000	31,309,000	7.6	33,008,000	5.4	33,503,000	3.0	33,838,000	2.0
Physician Fees	8,962,000	10,169,000	11,559,000	13.7	11,280,000	(2.4)	11,506,000	2.0	11,794,000	2.5
Professional Fees	5,195,000	4,750,000	5,520,000	16.2	5,551,000	0.6	5,662,000	2.0	5,775,000	2.0
Insurance	1,380,000	3,020,000	3,902,000	29.2	3,141,000	(19.5)	3,235,000	3.0	3,332,000	3.0
Utilities	3,848,000	3,999,000	4,144,000	3.6	4,292,000	3.6	4,378,000	2.0	4,466,000	2.0
Outside Services	22,404,000	22,188,000	22,199,000	0.1	23,246,000	4.7	23,711,000	2.0	24,185,000	2.0
Depreciation	16,260,000	15,382,000	15,505,000	0.8	16,988,000	9.6	17,837,000	5.0	21,837,000	22.4
Hospital Provider Fees and Assessments	4,618,000	5,009,000	4,735,000	(5.5)	4,870,000	2.9	4,967,000	2.0	5,066,000	2.0
Other Expense	7,644,000	7,607,000	7,774,000	2.2	7,083,000	(8.9)	7,225,000	2.0	7,370,000	2.0
Interest Expense	3,793,000	3,611,000	3,432,000	(5.0)	3,421,000	(0.3)	5,019,000	48.1	7,984,000	60.8
Loss on Extinguishment of Debt	-	-	668,000	0	-	(100)	-	0	-	0
TOTAL OPERATING EXPENSE	247,190,000	253,637,000	261,537,000	3.1	269,141,000	2.9	276,551,000	2.8	288,473,000	4.3
EXCESS REVENUE OVER EXPENSE										
FROM OPERATIONS	23,434,000	33,335,000	29,999,000	(10.0)	33,482,000	11.6	37,968,000	13.4	41,965,000	10.5
<i>Operating Margin</i>	8.9%	11.8%	10.8%		11.4%		12.3%		12.9%	
NON-OPERATING REVENUE (Expenses)										
Investment Income	3,913,000	4,967,000	4,883,000	(1.7)	4,010,000	(17.9)	4,090,000	2.0	4,172,000	2.0
Realized Gain (Loss) From Investments	1,645,000	1,690,000	(13,387,000)	(892.1)	300,000	(102.2)	303,000	1.0	306,000	1.0
Unrealized Gain (Loss) From Investments	3,274,000	3,736,000	(11,641,000)	(411.6)	3,817,000	(132.8)	3,855,000	1.0	3,894,000	1.0
	8,832,000	10,393,000	(20,145,000)		8,127,000		8,248,000		8,372,000	
Other Non-Operating Revenue(Expense)	1,503,000	6,277,000	5,533,000	(11.9)	1,310,000		1,740,000		1,740,000	
Other Revenue (Minority Interest)	375,000	(2,013,000)	(1,265,000)	(37.2)	(1,500,000)	18.6	(1,545,000)	3.0	(1,591,000)	3.0
TOTAL NON-OPERATING REVENUE (Expenses)	10,710,000	14,657,000	(15,877,000)	(208.3)	7,937,000	(150.0)	8,443,000	6.4	8,521,000	0.9
EXCESS REVENUE OVER EXPENSE										
BEFORE INCOME FROM SUBSIDIARIES	34,144,000	47,992,000	14,122,000	(70.6)	41,419,000	193.3	46,411,000	0.1	50,486,000	0.1
Income From Camden Campus	4,198,000	6,809,000	2,517,000	(63.0)	3,583,000		3,244,000		3,495,000	
Income From CHSI	(34,581,000)	(33,687,000)	(33,515,000)	(0.5)	(34,802,000)		(34,665,000)		(34,042,000)	
Equity Transfer CHSI	28,950,000	32,093,000	31,458,000	(2.0)	34,802,000		34,665,000		34,042,000	
Income From SCC-St. Marys	(904,000)	132,000	(83,000)	(162.9)	(542,000)		(604,000)		(672,000)	
Income From SCC-Brunswick	(1,003,000)	1,506,000	2,039,000	35.4	804,000		644,000		481,000	
Income From Foundation	738,000	143,000	(596,000)	(516.8)	(112,000)		(116,000)		(120,000)	
Income From QALICB	(1,987,000)	61,000	22,000	(63.9)	-		-		-	
EXCESS REVENUE OVER EXPENSE	\$ 29,555,000	\$ 55,049,000	\$ 15,964,000	(71.0)	\$ 45,152,000	182.8	\$ 49,579,000	0.1	\$ 53,670,000	0.1
<i>Total Margin</i>	11.2%	19.6%	5.7%		16.4%		16.0%		16.5%	

**SOUTHEAST GEORGIA HEALTH SYSTEM - BRUNSWICK CAMPUS
STATISTICAL BUDGET**

	2018	2019	2020	%	BUDGET 2021	%	FORCAST 2022	%	FORCAST 2023	%
ACUTE										
Admissions	12,163	12,656	12,619	(0.3)	12,750	1.0	12,846	0.8	12,942	0.8
Days	63,071	63,769	65,563	2.8	66,220	1.0	66,551	0.5	66,884	0.5
Average Length of Stay	5.19	5.04	5.20	3.2	5.19	(0.2)	5.18	(0.2)	5.17	(0.2)
Total Admissions (excluding newborns)	12,163	12,656	12,619	(0.3)	12,750	1.0	12,846	0.8	12,942	0.8
Total Patient Days	63,071	63,769	65,563	2.8	66,220	1.0	66,551	0.5	66,884	0.5
Average Daily Census	172.8	174.7	179.1	2.5	181.4	1.3	182.3	0.5	183.2	0.5
Total Observation Cases	1,800	2,031	1,821	(10.3)	1,839	1.0	1,858	1.0	1,876	1.0
Total Observation Days	2,977	5,286	3,782	(28.5)	3,825	1.1	3,863	1.0	3,902	1.0
NEWBORNS										
Births	1,236	1,221	1,137	(6.9)	1,148	1.0	1,150	0.2	1,160	0.9
Days	2,822	2,669	2,479	(7.1)	2,504	1.0	2,517	0.5	2,529	0.5
Average Length of Stay	2.28	2.19	2.18	(0.5)	2.18	-	2.19	0.5	2.18	(0.5)
Case Mix Index (Acute only)	1.6244	1.6606	1.6565	(0.2)	1.6565	-	1.6615	0.3	1.6665	0.3
Acute Occupancy Rate	69.4%	70.2%	71.9%	2.5	72.9%	1.3	72.9%	-	72.9%	-
Cath Lab Procedures	2,148	2,322	2,152	(7.3)	2,173	1.0	2,220	2.2	2,260	1.8
Surgeries (1)										
Total Inpatient	3,164	3,274	2,983	(8.9)	2,983	-	2,980	(0.1)	2,990	0.3
Outpatient	7,086	7,572	7,537	(0.5)	7,688	2.0	7,760	0.9	7,838	1.0
Endoscopy	2,196	3,102	2,727	(12.1)	2,781	2.0	2,814	1.2	2,838	0.9
SGHS Endoscopy Center	2,672	2,537	2,293	(9.6)	2,293	-	2,318	1.1	2,338	0.9
Total Outpatient	11,954	13,211	12,557	(5.0)	12,762	1.6	12,892	1.0	13,014	0.9
Total Surgeries	15,118	16,485	15,540	(5.7)	15,745	1.3	15,872	0.8	16,004	0.8
Emergency Visits	54,659	54,175	50,681	(6.4)	50,681	-	51,190	1.0	51,700	1.0
Other Outpatient	184,524	198,889	196,854	(1.0)	200,791	2.0	202,800	1.0	204,830	1.0
Adjusted Patient Days	122,692	129,478	132,054	2.0	133,219	0.9	134,209	0.7	134,880	0.5
Gross Revenue per Adj Pt Day	\$ 5,591	\$ 5,670	\$ 5,833	2.9	\$ 6,102	4.6	\$ 6,314	3.5	\$ 6,534	3.5
Net Revenue per Adj Pt Day(Includes Bad Debt)	\$ 2,154	\$ 2,173	\$ 2,111	(2.9)	\$ 2,206	4.5	\$ 2,304	4.5	\$ 2,411	4.6
Expense per Adj Pt Day(Excludes Bad Debt)	\$ 2,015	\$ 1,959	\$ 1,981	1.1	\$ 2,020	2.0	\$ 2,061	2.0	\$ 2,139	3.8
Total FTE's	1,497	1,485	1,517	2.1	1,571	3.6	1,589	1.1	1,605	1.0
FTE per Adj Occ Bed	4.45	4.19	4.20	0.4	4.21	0.0	4.32	2.7	4.34	0.5
Days Cash on Hand (Incl. Self Ins. Funds)	305.5	309.6	347.4	12.2	349.5	0.6	343.5	(1.7)	336.1	(2.1)
Net Days in A/R (Rev. Net of Bad Debt)	66.5	61.2	57.3	(6.4)	62.0	8.2	61.5	(0.8)	61.0	(0.8)