

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

	2018	2019	2020	%	Budget 2021	%	Forecast 2022	%	Forecast 2023	%
<b>GROSS PATIENT REVENUE</b>										
Room Accommodation	\$ 10,136,000	\$ 10,535,000	\$ 11,541,000	9.5	\$ 12,128,000	5.1	\$ 12,613,000	4.0	\$ 13,118,000	4.0
IP Ancillary Revenue	26,523,000	27,522,000	24,036,000	(12.7)	25,619,000	6.6	26,644,000	4.0	27,710,000	4.0
<b>Total Inpatient Revenue</b>	<b>36,659,000</b>	<b>38,057,000</b>	<b>35,577,000</b>	<b>(6.5)</b>	<b>37,747,000</b>	<b>6.1</b>	<b>39,257,000</b>	<b>4.0</b>	<b>40,828,000</b>	<b>4.0</b>
<b>Total Outpatient Revenue</b>	<b>84,179,000</b>	<b>92,181,000</b>	<b>94,494,000</b>	<b>2.5</b>	<b>101,606,000</b>	<b>7.5</b>	<b>105,670,000</b>	<b>4.0</b>	<b>109,897,000</b>	<b>4.0</b>
<b>Total Patient Revenue</b>	<b>120,838,000</b>	<b>130,238,000</b>	<b>130,071,000</b>	<b>(0.1)</b>	<b>139,353,000</b>	<b>7.1</b>	<b>144,927,000</b>	<b>4.0</b>	<b>150,725,000</b>	<b>4.0</b>
<b>REVENUE DEDUCTIONS</b>										
Medicare & Medicaid	40,309,000	43,410,000	43,262,000	(0.3)	47,142,000	9.0	49,735,000	5.5	52,470,000	5.5
Charity Care	2,433,000	3,081,000	4,608,000	49.6	4,933,000	7.1	5,032,000	2.0	5,133,000	2.0
Other Revenue Deductions	18,513,000	19,333,000	21,189,000	9.6	23,214,000	9.6	24,375,000	5.0	25,594,000	5.0
Bad Debt Expense	10,098,000	11,229,000	11,476,000	2.2	12,393,000	8.0	12,765,000	3.0	13,148,000	3.0
<b>Total Revenue Deductions</b>	<b>71,353,000</b>	<b>77,053,000</b>	<b>80,535,000</b>	<b>4.5</b>	<b>87,682,000</b>	<b>8.9</b>	<b>91,907,000</b>	<b>4.8</b>	<b>96,345,000</b>	<b>4.8</b>
<b>NET OPERATING REVENUE</b>	<b>49,485,000</b>	<b>53,185,000</b>	<b>49,536,000</b>	<b>(6.9)</b>	<b>51,671,000</b>	<b>4.3</b>	<b>53,020,000</b>	<b>2.6</b>	<b>54,380,000</b>	<b>2.6</b>
Other Operating Revenue	298,000	512,000	1,048,000	104.7	1,449,000	38.3	876,000	(39.5)	867,000	(1.0)
<b>TOTAL OPERATING REVENUE</b>	<b>49,783,000</b>	<b>53,697,000</b>	<b>50,584,000</b>	<b>(5.8)</b>	<b>53,120,000</b>	<b>5.0</b>	<b>53,896,000</b>	<b>1.5</b>	<b>55,247,000</b>	<b>2.5</b>
<b>EXPENSES</b>										
Wages	15,802,000	16,323,000	16,609,000	1.8	17,244,000	3.8	17,675,000	2.5	18,117,000	2.5
Benefits	4,716,000	4,568,000	4,360,000	(4.6)	4,585,000	5.2	4,677,000	2.0	4,771,000	2.0
Contract Personnel	750,000	1,121,000	1,545,000	37.8	1,098,000	(28.9)	1,103,000	0.5	1,109,000	0.5
Supplies	5,176,000	5,043,000	5,039,000	(0.1)	5,483,000	8.8	5,565,000	1.5	5,648,000	1.5
Drugs and IV's	4,032,000	3,822,000	3,958,000	3.6	4,222,000	6.7	4,349,000	3.0	4,436,000	2.0
Physician Fees	2,633,000	2,697,000	2,923,000	8.4	3,017,000	3.2	3,077,000	2.0	3,139,000	2.0
Professional Fees	17,000	-	-	0	-	0.0	-	0.0	-	0.0
Insurance	550,000	762,000	802,000	5.2	599,000	(25.3)	617,000	3.0	636,000	3.1
Utilities	844,000	829,000	736,000	(11.2)	787,000	6.9	803,000	2.0	819,000	2.0
Outside Services	5,002,000	5,551,000	5,831,000	5.0	6,416,000	10.0	6,544,000	2.0	6,675,000	2.0
Depreciation	2,352,000	2,391,000	2,530,000	5.8	2,750,000	8.7	2,860,000	4.0	2,974,000	4.0
Hospital Provider Fees and Assessments	1,247,000	1,556,000	1,140,000	(26.7)	1,200,000	5.3	1,224,000	2.0	1,248,000	2.0
Other Expense	1,367,000	1,276,000	1,633,000	28.0	1,281,000	(21.6)	1,307,000	2.0	1,333,000	2.0
Interest Expense	1,084,000	960,000	928,000	(3.3)	865,000	7.3	861,000	0.5	857,000	0.5
Loss on Extinguishment of Debt	-	-	51,000	0	-	0.0	-	0.0	-	-
<b>Total Expense</b>	<b>45,572,000</b>	<b>46,899,000</b>	<b>48,085,000</b>	<b>2.5</b>	<b>49,547,000</b>	<b>3.0</b>	<b>50,662,000</b>	<b>2.3</b>	<b>51,762,000</b>	<b>2.2</b>
<b>EXCESS REVENUE OVER EXPENSE</b>										
<b>FROM OPERATIONS</b>	<b>4,211,000</b>	<b>6,798,000</b>	<b>2,499,000</b>	<b>(63.2)</b>	<b>3,573,000</b>	<b>43.0</b>	<b>3,234,000</b>	<b>(9.5)</b>	<b>3,485,000</b>	<b>7.8</b>
<i>Operating Margin</i>	<i>8.5%</i>	<i>12.8%</i>	<i>5.0%</i>		<i>6.9%</i>		<i>6.1%</i>		<i>6.4%</i>	
<b>NON-OPERATING REVENUE (Expenses)</b>										
Investment Income	(13,000)	9,000	19,000	111.1	10,000	(47.4)	10,000	0.0	10,000	0.0
Realized Gain (Loss) From Investments	-	-	-	-	-	-	-	-	-	-
Unrealized Gain (Loss) From Investments	-	-	-	-	-	-	-	-	-	-
Write-off of Variable Bond Insurance Cost	-	-	-	-	-	-	-	-	-	-
Other Non-Operating Revenue(Expense)	-	-	-	-	-	-	-	-	-	-
Other Revenue (Minority Interest)	-	-	-	-	-	-	-	-	-	-
<b>TOTAL NON-OPERATING REVENUE (Expenses)</b>	<b>(13,000)</b>	<b>9,000</b>	<b>19,000</b>	<b>111.1</b>	<b>10,000</b>	<b>90.0</b>	<b>10,000</b>	<b>0.0</b>	<b>10,000</b>	<b>0.0</b>
<b>EXCESS REVENUE OVER EXPENSE</b>	<b>\$ 4,198,000</b>	<b>\$ 6,807,000</b>	<b>\$ 2,518,000</b>	<b>(63.0)</b>	<b>\$ 3,583,000</b>	<b>42.3</b>	<b>\$ 3,244,000</b>	<b>(9.5)</b>	<b>\$ 3,495,000</b>	<b>7.7</b>
<i>Total Margin</i>	<i>8.5%</i>	<i>12.8%</i>	<i>5.1%</i>		<i>6.9%</i>		<i>6.1%</i>		<i>6.4%</i>	

**SOUTHEAST GEORGIA HEALTH SYSTEM - CAMDEN CAMPUS**  
**STATISTICAL BUDGET**  
**OPERATING STATISTICS COMPARISONS**

	2018	2019	2020	%	BUDGET 2021	%	FORCAST 2022	%	FORCAST 2023	%
<b>ACUTE</b>										
Admissions	1,969	1,936	1,860	(3.9)	1,880	1.1	1,889	0.5	1,899	0.5
Days	6,623	6,641	5,933	(10.7)	5,990	1.0	6,020	0.5	6,050	0.5
Average Length of Stay	3.36	3.43	3.19	(7.0)	3.19	-	3.19	-	3.19	-
Total Admissions (excluding newborns)	1,969	1,936	1,860	(3.9)	1,880	1.1	1,889	0.5	1,908	1.0
Total Patient Days	6,623	6,641	5,933	(10.7)	5,990	1.0	6,020	0.5	6,080	1.0
Average Daily Census	18.1	18.1	16.2	(10.7)	16.4	1.2	16.5	0.5	16.7	1.0
Total Observation Cases	382	372	347	(6.7)	351	1.0	354	1.0	358	1.0
Total Observation Days	494	475	580	22.1	586	1.0	592	1.0	598	1.0
<b>NEWBORNS</b>										
Births	696	627	637	1.6	643	0.9	646	0.5	649	0.5
Days	1,498	1,421	1,451	2.1	1,466	1.0	1,473	0.5	1,481	0.5
Average Length of Stay	2.15	2.27	2.28	0.4	2.28	-	2.28	-	2.28	-
Case Mix Index (Acute only)	1.3053	1.4581	1.4605	0.2	1.4605	-	1.4392	(1.5)	1.4414	0.2
Acute Occupancy Rate	45.4%	45.5%	40.5%	(10.9)	41.0%	1.2	41.2%	0.5	41.4%	0.5
Cath Lab Procedures	0	0	0		0		0		0	
<b>Surgeries (1)</b>										
Total Inpatient	579	508	521	2.6	531	1.9	534	0.5	536	0.5
Outpatient	996	1,017	949	(6.7)	968	2.0	973	0.5	978	0.5
Endoscopy	1,115	1,227	945	(23.0)	954	1.0	959	0.5	964	0.5
Total Outpatient	2,111	2,244	1,894	(15.6)	1,922	1.5	1,932	0.5	1,941	0.5
Total Surgeries	2,690	2,752	2,415	(12.2)	2,453	1.6	2,465	0.5	2,478	0.5
Emergency Visits	30,511	29,692	27,499	(7.4)	27,499	-	27,774	1.0	28,052	1.0
Other Outpatient	55,774	55,724	55,094	(1.1)	56,196	2.0	56,758	1.0	57,326	1.0
Adjusted Patient Days	21,831	22,727	21,691	(4.6)	22,114	1.9	22,224	0.5	22,447	1.0
Gross Revenue per Adj Pt Day	\$ 5,535	\$ 5,731	\$ 5,996	4.6	\$ 6,302	5.1	\$ 6,521	3.5	\$ 6,748	3.5
Net Revenue per Adj Pt Day(Includes Bad Debt)	\$ 2,239	\$ 2,340	\$ 2,284	(2.4)	\$ 2,337	2.3	\$ 2,386	2.1	\$ 2,435	2.1
Expense per Adj Pt Day(Excludes Bad Debt)	\$ 2,060	\$ 2,064	\$ 2,217	7.4	\$ 2,241	1.1	2,280	1.7	\$ 2,318	1.7
Total FTE's	303	309	305	(1.3)	307	0.7	317	3.2	317	-
FTE per Adj Occ Bed	5.07	4.96	5.15	3.8	5.21	1.2	5.20	(0.2)	5.18	(0.5)
Net Days in A/R (Rev. Net of Bad Debt)	56.7	55.9	46.1	(17.6)	55.0	19.4	54.5	(0.9)	54.0	(0.9)