

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

	2018	2019	2020	%	Budget 2021	%	Forecast 2022	%	Forecast 2023	%
<b>GROSS PATIENT REVENUE</b>										
Room Accommodation	\$ 10,864,000	\$ 12,813,000	\$ 14,347,000	12.0	\$ 14,318,000	(0.2)	\$ 14,461,000	1.0	\$ 14,606,000	1.0
IP Ancillary Revenue	3,745,000	3,973,000	3,145,000	(20.8)	3,079,000	(2.1)	3,110,000	1.0	3,157,000	1.5
Total Inpatient Revenue	14,609,000	16,786,000	17,492,000	4.2	17,397,000	(0.5)	17,571,000	1.0	17,763,000	1.1
Total Outpatient Revenue	-	-	-	-	-	-	-	-	-	-
Total Patient Revenue	14,609,000	16,786,000	17,492,000	4.2	17,397,000	(0.5)	17,571,000	1.0	17,763,000	1.1
<b>REVENUE DEDUCTIONS</b>										
Medicare & Medicaid	(3,005,000)	(2,626,000)	(3,524,000)	34.2	(2,906,000)	(17.5)	(2,877,000)	(1.0)	(2,838,000)	(1.4)
Charity Care	4,000	50,000	53,000	6.0	88,000	66.0	83,000	(5.7)	83,000	0.0
Other Revenue Deductions	581,000	621,000	685,000	10.3	666,000	(2.8)	666,000	0.0	666,000	0.0
Bad Debt Expense	560,000	968,000	1,141,000	17.9	1,250,000	9.6	1,250,000	0.0	1,250,000	0.0
Total Revenue Deductions	(876,000)	(987,000)	(1,645,000)	66.7	(902,000)	(45.2)	(878,000)	(2.7)	(839,000)	(4.4)
<b>NET OPERATING REVENUE</b>	15,285,000	17,773,000	19,137,000	7.7	18,299,000	(4.4)	18,449,000	0.8	18,602,000	0.8
Other Operating Revenue	5,000	7,000	556,000	7842.9	6,000	(98.9)	6,000	0.0	6,000	0.0
<b>TOTAL OPERATING REVENUE</b>	15,290,000	17,780,000	19,693,000	10.8	18,305,000	(7.0)	18,455,000	0.8	18,608,000	0.8
<b>EXPENSES</b>										
Wages	6,742,000	7,276,000	7,543,000	3.7	7,441,000	(1.4)	7,627,000	2.5	7,818,000	2.5
Benefits	2,049,000	2,659,000	3,055,000	14.9	3,128,000	2.4	3,191,000	2.0	3,255,000	2.0
Contract Personnel	1,775,000	1,016,000	1,036,000	2.0	928,000	(10.4)	933,000	0.5	938,000	0.5
Supplies	733,000	783,000	871,000	11.2	827,000	(5.1)	830,000	0.4	833,000	0.4
Drugs and IV's	473,000	592,000	516,000	(12.8)	502,000	(2.7)	507,000	1.0	512,000	1.0
Physician Fees	44,000	37,000	39,000	5.4	60,000	53.8	61,000	1.7	62,000	1.6
Professional Fees	74,000	53,000	8,000	(84.9)	12,000	50.0	12,000	0.0	12,000	0.0
Insurance	298,000	(63,000)	300,000	(576.2)	375,000	25.0	380,000	1.3	385,000	1.3
Utilities	317,000	235,000	234,000	(0.4)	235,000	0.4	240,000	2.1	245,000	2.1
Outside Services	2,081,000	1,404,000	1,633,000	16.3	1,717,000	5.1	1,734,000	1.0	1,751,000	1.0
Depreciation	664,000	655,000	682,000	4.1	696,000	2.1	710,000	2.0	724,000	2.0
Hospital Provider Fees and Assessments	1,995,000	1,294,000	1,274,000	(1.5)	1,170,000	(8.2)	1,170,000	0.0	1,170,000	0.0
Other Expense	150,000	213,000	197,000	(7.5)	183,000	(7.1)	187,000	2.2	191,000	2.1
Interest Expense	82,000	119,000	136,000	14.3	227,000	66.9	229,000	0.9	231,000	0.9
Loss on Extinguishment of Debt	-	-	129,000	0.0	-	0.0	-	0.0	-	0.0
Total Expense	16,293,000	16,273,000	17,653,000	8.5	17,501,000	(0.9)	17,811,000	1.8	18,127,000	1.8
<b>EXCESS REVENUE OVER EXPENSE FROM OPERATIONS</b>	(1,003,000)	1,507,000	2,040,000	35.4	804,000	(60.6)	644,000	(19.9)	481,000	(25.3)
<i>Operating Margin</i>	<i>-6.6%</i>	<i>8.5%</i>	<i>10.7%</i>		<i>4.4%</i>		<i>3.5%</i>			
<b>NON-OPERATING REVENUE (Expenses)</b>										
Investment Income	-	-	-	-	-	-	-	-	-	-
Realized Gain (Loss) From Investments	-	-	-	-	-	-	-	-	-	-
Unrealized Gain (Loss) From Investments	-	-	-	-	-	-	-	-	-	-
Impairment Loss on Goodwill	-	-	-	-	-	-	-	-	-	-
Write-off of Variable Bond Insurance Cost	-	-	-	-	-	-	-	-	-	-
Other Non-Operating Revenue(Expense)	-	-	-	-	-	-	-	-	-	-
Other Revenue (Minority Interest)	-	-	-	-	-	-	-	-	-	-
<b>TOTAL NON-OPERATING REVENUE (Expenses)</b>	-	-	-	-	-	-	-	-	-	-
<b>EXCESS REVENUE OVER EXPENSE</b>	<b>\$ (1,003,000)</b>	<b>\$ 1,507,000</b>	<b>\$ 2,040,000</b>	<b>35.4</b>	<b>\$ 804,000</b>	<b>(60.6)</b>	<b>\$ 644,000</b>	<b>(19.9)</b>	<b>\$ 481,000</b>	<b>(25.3)</b>
<i>Total Margin</i>	<i>-6.6%</i>	<i>8.5%</i>	<i>10.7%</i>		<i>4.4%</i>		<i>3.5%</i>		<i>2.6%</i>	

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

	<u>2018</u>	<u>2019</u>	<u>2020</u>	%	<b>BUDGET</b> <b>2021</b>	%	<b>FORCAST</b> <b>2022</b>	%	<b>FORCAST</b> <b>2023</b>	%
Nursing Home Admissions	411	357	271	(24.1)	286	5.5	289	1.0	289	0.1
Hold Days	693	674	1,020	51.3	1,015	(0.5)	1,016	0.1	1,017	0.1
Nursing Home Days	59,598	68,608	69,618	1.5	69,245	(0.5)	69,314	0.1	69,384	0.1
Total Patient Days	60,291	69,282	70,638	2.0	70,260	(0.5)	70,330	0.1	70,401	0.1
Average Daily Census	165	190	193	1.7	192	(0.3)	193	0.1	193	0.1
Occupancy Rate	82.6%	94.9%	96.5%	1.7	96.2%	(0.3)	96.3%	0.1	96.4%	0.1
Patient Days	60,291	69,282	70,638	2.0	70,260	(0.5)	70,330	0.1	70,401	0.1
Gross Revenue per Adj Pt Day	\$ 245	\$ 245	\$ 251	2.7	\$ 251	(0.0)	\$ 253	0.9	\$ 256	1.0
Net Revenue per Adj Pt Day(Includes Bad Debt)	\$ 256	\$ 259	\$ 275	6.1	\$ 264	(3.9)	\$ 266	0.7	\$ 268	0.7
Expense per Adj Pt Day(Excludes Bad Debt)	\$ 273	\$ 237	\$ 254	6.9	\$ 253	(0.3)	\$ 257	1.7	\$ 261	1.7
Total FTE's	188	192	196	2.0	194	(0.9)	200	3.3	201	0.3
FTE per Adj Occ Bed	1.15	1.02	1.03	0.8	1.05	2.3	1.05	0.1	1.06	0.1
Net Days in A/R (Rev. Net of Bad Debt)	30.4	31.1	34.1	9.9	38.0	11.3	37.5	(1.3)	37.0	(1.3)

**SOUTHEAST GEORGIA HEALTH SYSTEM - SCC ST. MARYS CAMPUS**  
**STATEMENT OF REVENUES AND EXPENSES**

	2018	2019	2020	%	Budget 2021	%	Forecast 2022	%	Forecast 2023	%
<b>GROSS PATIENT REVENUE</b>										
Room Accommodation	\$ 4,347,000	\$ 4,498,000	\$ 4,693,000	4.3	\$ 4,708,000	0.3	\$ 4,732,000	0.5	\$ 4,756,000	0.5
IP Ancillary Revenue	1,505,000	1,895,000	1,663,000	(12.2)	1,639,000	(1.4)	1,672,000	2.0	1,705,000	2.0
<b>Total Inpatient Revenue</b>	<b>5,852,000</b>	<b>6,393,000</b>	<b>6,357,000</b>	<b>(0.6)</b>	<b>6,347,000</b>	<b>(0.2)</b>	<b>6,404,000</b>	<b>0.9</b>	<b>6,461,000</b>	<b>0.9</b>
<b>Total Outpatient Revenue</b>	<b>-</b>	<b>-</b>	<b>-</b>		<b>-</b>		<b>-</b>		<b>-</b>	
<b>Total Patient Revenue</b>	<b>5,852,000</b>	<b>6,393,000</b>	<b>6,357,000</b>	<b>(0.6)</b>	<b>6,347,000</b>	<b>(0.2)</b>	<b>6,404,000</b>	<b>0.9</b>	<b>6,461,000</b>	<b>0.9</b>
<b>REVENUE DEDUCTIONS</b>										
Medicare & Medicaid	(741,000)	(1,011,000)	(797,000)	(21.2)	(506,000)	(36.5)	(509,000)	0.6	(508,000)	(0.2)
Charity Care	7,000	17,000	12,000	(29.4)	8,000	(33.3)	8,000	0.0	8,000	0.0
Other Revenue Deductions	346,000	338,000	222,000	(34.3)	116,000	(47.7)	117,000	0.9	118,000	0.9
Bad Debt Expense	140,000	358,000	119,000	(66.8)	119,000	0.0	120,000	0.8	121,000	0.8
<b>Total Revenue Deductions</b>	<b>126,000</b>	<b>(298,000)</b>	<b>(444,000)</b>	<b>49.0</b>	<b>(263,000)</b>	<b>(40.8)</b>	<b>(264,000)</b>	<b>0.4</b>	<b>(261,000)</b>	<b>(1.1)</b>
<b>NET OPERATING REVENUE</b>	<b>5,726,000</b>	<b>6,691,000</b>	<b>6,801,000</b>	<b>1.6</b>	<b>6,610,000</b>	<b>(2.8)</b>	<b>6,668,000</b>	<b>0.9</b>	<b>6,722,000</b>	<b>0.8</b>
Other Operating Revenue	1,000	5,000	247,000	4840.0	2,000	(99.2)	2,000	0.0	2,000	0.0
<b>TOTAL OPERATING REVENUE</b>	<b>5,727,000</b>	<b>6,696,000</b>	<b>7,048,000</b>	<b>5.3</b>	<b>6,612,000</b>	<b>(6.2)</b>	<b>6,670,000</b>	<b>0.9</b>	<b>6,724,000</b>	<b>0.8</b>
<b>EXPENSES</b>										
Wages	2,794,000	2,883,000	3,132,000	8.6	3,169,000	1.2	3,248,000	2.5	3,329,000	2.5
Benefits	684,000	534,000	650,000	21.7	695,000	6.9	709,000	2.0	723,000	2.0
Contract Personnel	1,050,000	1,101,000	810,000	(26.4)	832,000	2.7	836,000	0.5	840,000	0.5
Supplies	535,000	525,000	574,000	9.3	588,000	2.4	594,000	1.0	600,000	1.0
Drugs and IV's	155,000	222,000	202,000	(9.0)	217,000	7.4	219,000	0.9	221,000	0.9
Physician Fees	54,000	57,000	53,000	(7.0)	56,000	5.7	57,000	1.8	58,000	1.8
Professional Fees	-	5,000	14,000	180.0	12,000	0.0	12,000	0.0	12,000	0.0
Insurance	140,000	(189,000)	167,000	(188.4)	180,000	7.8	182,000	1.1	184,000	1.1
Utilities	97,000	102,000	102,000	0.0	106,000	3.9	108,000	1.9	110,000	1.9
Outside Services	513,000	253,000	382,000	51.0	337,000	(11.8)	340,000	0.9	343,000	0.9
Depreciation	162,000	153,000	152,000	(0.7)	156,000	2.6	158,000	1.3	160,000	1.3
Hospital Provider Fees and Assessments	735,000	807,000	756,000	(6.3)	725,000	(4.1)	729,000	0.6	733,000	0.5
Other Expense	86,000	110,000	137,000	24.5	81,000	(40.9)	82,000	1.2	83,000	1.2
Interest Expense	-	-	-		-	0.0	-	0.0	-	0.0
<b>Total Expense</b>	<b>6,631,000</b>	<b>6,563,000</b>	<b>7,131,000</b>	<b>8.7</b>	<b>7,154,000</b>	<b>0.3</b>	<b>7,274,000</b>	<b>1.7</b>	<b>7,396,000</b>	<b>1.7</b>
<b>EXCESS REVENUE OVER EXPENSE</b>										
<b>FROM OPERATIONS</b>	<b>(904,000)</b>	<b>133,000</b>	<b>(83,000)</b>	<b>(162.4)</b>	<b>(542,000)</b>	<b>553.0</b>	<b>(604,000)</b>	<b>11.4</b>	<b>(672,000)</b>	<b>11.3</b>
Operating Margin	-15.8%	2.0%	-1.2%		-8.2%		-9.1%		-10.0%	
<b>NON-OPERATING REVENUE (Expenses)</b>										
Investment Income	-	-	-		-		-		-	
Realized Gain (Loss) From Investments	-	-	-		-		-		-	
Unrealized Gain (Loss) From Investments	-	-	-		-		-		-	
Impairment Loss on Goodwill	-	-	-		-		-		-	
Write-off of Variable Bond Insurance Cost	-	-	-		-		-		-	
Other Non-Operating Revenue(Expense)	-	-	-		-		-		-	
Other Revenue (Minority Interest)	-	-	-		-		-		-	
<b>TOTAL NON-OPERATING REVENUE (Expenses)</b>	<b>-</b>	<b>-</b>	<b>-</b>		<b>-</b>		<b>-</b>		<b>-</b>	
<b>EXCESS REVENUE OVER EXPENSE</b>	<b>\$ (904,000)</b>	<b>\$ 133,000</b>	<b>\$ (83,000)</b>	<b>(162.4)</b>	<b>\$ (542,000)</b>	<b>553.0</b>	<b>\$ (604,000)</b>	<b>11.4</b>	<b>\$ (672,000)</b>	<b>11.3</b>
Total Margin	-15.8%	2.0%	-1.2%		-8.2%		-9.1%		-10.0%	

**SOUTHEAST GEORGIA HEALTH SYSTEM - SCC ST. MARYS CAMPUS**  
**STATISTICAL BUDGET**  
**OPERATING STATISTICS COMPARISONS**

	<u>2018</u>	<u>2019</u>	<u>2020</u>	%	<b>BUDGET 2021</b>	%	<b>FORCAST 2022</b>	%	<b>FORCAST 2023</b>	%
Nursing Home Admissions	141	142	160	12.7	145	(9.4)	145	0.3	146	0.3
Hold Days	394	274	480	75.2	480	-	481	0.3	483	0.3
Nursing Home Days	23,065	23,847	23,437	(1.7)	23,400	(0.2)	23,405	0.0	23,409	0.0
Total Patient Days	23,459	24,121	23,917	(0.8)	23,880	(0.2)	23,886	0.0	23,892	0.0
Average Daily Census	64	66	65	(1.1)	65	2.2	65	0.0	65	0.0
Occupancy Rate	82.4%	84.7%	83.8%	(1.1)	83.9%	0.1	83.9%	0.0	83.9%	0.0
Patient Days	23,459	24,121	23,917	(0.8)	23,880	(0.2)	23,886	0.0	23,892	0.0
Gross Revenue per Adj Pt Day	\$ 254	\$ 268	\$ 271	1.2	\$ 271	(8.4)	\$ 274	0.9	\$ 276	0.9
Net Revenue per Adj Pt Day(Includes Bad Debt)	\$ 248	\$ 281	\$ 290	3.4	\$ 282	(1.6)	\$ 285	0.9	\$ 287	0.8
Expense per Adj Pt Day(Excludes Bad Debt)	\$ 287	\$ 275	\$ 304	10.6	\$ 306	(2.9)	\$ 311	1.7	\$ 316	1.7
Total FTE's	83	84	86	2.0	86	(1.4)	87	1.7	87	0.0
FTE per Adj Occ Bed	1.29	1.27	1.31	3.2	1.34	0.4	1.34	(0.0)	1.34	(0.0)
Net Days in A/R (Rev. Net of Bad Debt)	33.7	25.0	29.2	16.7	31.0	(10.9)	30.5	(1.6)	30.0	(1.6)