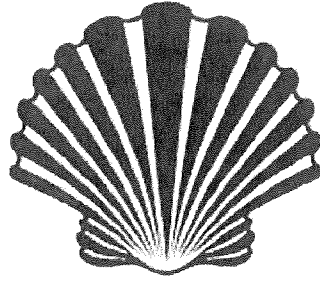


# Southeast Georgia Health System

## Business Plan for the Fiscal Years Ending April 30, 2014 - 2017

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SOUTHEAST GEORGIA  
HEALTH SYSTEM

**Camden Campus**

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

	2012	2013	2014	%	Budget 2015	%	Forecast 2016	%	Forecast 2017	%
<b>GROSS PATIENT REVENUE</b>										
Room Accommodation	\$ 8,405,000	\$ 9,310,000	\$ 9,002,000	(3.3)	\$ 9,120,000	1.3	\$ 9,120,000	0.0	\$ 9,120,000	0.0
IP Ancillary Revenue	18,852,000	22,928,000	21,642,000	(5.6)	22,056,000	1.9	22,056,000	0.0	22,056,000	0.0
Total Inpatient Revenue	27,257,000	32,238,000	30,644,000	(4.9)	31,176,000	1.7	31,176,000	0.0	31,176,000	0.0
Total Outpatient Revenue	66,606,000	70,387,000	67,923,000	(3.5)	68,613,000	1.0	68,613,000	0.0	68,613,000	0.0
Total Patient Revenue	93,863,000	102,625,000	98,567,000	(4.0)	99,789,000	1.2	99,789,000	0.0	99,789,000	0.0
<b>REVENUE DEDUCTIONS</b>										
Medicare & Medicaid	26,009,000	31,342,000	30,392,000	(3.0)	31,487,000	3.6	31,172,000	(1.0)	30,860,000	(1.0)
Charity Care	3,385,000	2,412,000	3,235,000	34.1	3,564,000	10.2	3,564,000	0.0	3,564,000	0.0
Other Revenue Deductions	13,453,000	13,857,000	13,832,000	(0.2)	14,284,000	3.3	14,284,000	0.0	14,284,000	0.0
Bad Debt Expense	9,030,000	9,137,000	10,007,000	9.5	9,926,000	(0.8)	9,926,000	0.0	9,926,000	0.0
Total Revenue Deductions	51,877,000	56,748,000	57,466,000	1.3	59,261,000	3.1	58,946,000	(0.5)	58,634,000	(0.5)
<b>NET OPERATING REVENUE</b>	41,986,000	45,877,000	41,101,000	(10.4)	40,528,000	(1.4)	40,843,000	0.8	41,155,000	0.8
Other Operating Revenue	416,000	513,000	2,033,000	296.3	1,042,000	(48.7)	708,000	(32.1)	369,000	(47.9)
<b>TOTAL OPERATING REVENUE</b>	42,402,000	46,390,000	43,134,000	(7.0)	41,570,000	(3.6)	41,551,000	(0.0)	41,524,000	(0.1)
<b>EXPENSES</b>										
Wages	14,266,000	14,207,000	14,172,000	(0.2)	13,118,000	(7.4)	13,360,000	2.0	13,648,000	2.0
Benefits	4,309,000	4,712,000	4,322,000	(8.3)	3,775,000	(12.7)	3,886,000	3.0	4,005,000	3.0
Contract Personnel	336,000	120,000	466,000	288.3	624,000	33.9	630,000	1.0	636,000	1.0
Supplies	4,080,000	4,217,000	3,959,000	(6.1)	3,929,000	(0.8)	4,008,000	2.0	4,088,000	2.0
Drugs and IV's	2,074,000	2,648,000	2,580,000	(2.6)	2,665,000	3.3	2,718,000	2.0	2,772,000	2.0
Physician Fees	2,115,000	1,941,000	2,160,000	11.3	1,841,000	(14.8)	1,878,000	2.0	1,916,000	2.0
Professional Fees	26,000	15,000	15,000	0.0	11,000	(26.7)	11,000	0.0	11,000	0.0
Insurance	531,000	362,000	(398,000)	(208.9)	505,000	(226.9)	520,000	3.0	536,000	3.1
Utilities	876,000	808,000	830,000	2.7	854,000	2.9	871,000	2.0	888,000	2.0
Outside Services	2,693,000	3,175,000	3,706,000	16.7	3,141,000	(15.2)	3,204,000	2.0	3,268,000	2.0
Depreciation	3,008,000	2,929,000	2,822,000	(3.7)	2,932,000	3.9	3,049,000	4.0	3,171,000	4.0
Provider Tax Expense	454,000	527,000	506,000	(4.0)	549,000	8.5	549,000	0.0	549,000	0.0
Other Expense	979,000	960,000	1,088,000	13.3	1,195,000	9.8	1,219,000	2.0	1,243,000	2.0
Total Expense	35,747,000	36,621,000	36,228,000	(1.1)	35,139,000	(3.0)	35,925,000	2.2	36,731,000	2.2
<b>EXCESS REVENUE OVER EXPENSE</b>	6,655,000	9,769,000	6,906,000	(29.3)	6,431,000	(6.9)	5,626,000	(12.5)	4,793,000	(14.8)
<b>FROM OPERATIONS</b>										
Operating Margin	11.7%	17.7%	12.8%		11.6%		9.6%		7.7%	
<b>NON-OPERATING REVENUE (Expenses)</b>										
Investment Income	162,000	158,000	207,000	31.0	95,000	(1.3)	96,000	(0.5)	97,000	(0.5)
Interest Expense	(1,748,000)	(1,671,000)	(1,662,000)	(0.5)	(1,641,000)		(1,633,000)		(1,625,000)	
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>	(1,586,000)	(1,513,000)	(1,455,000)	(3.8)	(1,546,000)	6.3	(1,537,000)	(0.6)	(1,528,000)	(0.6)
<b>EXCESS REVENUE OVER EXPENSE</b>	\$ 5,069,000	\$ 8,256,000	\$ 5,451,000	(34.0)	\$ 4,885,000	(10.4)	\$ 4,089,000	(16.3)	\$ 3,265,000	(20.2)
Total Margin	12.1%	18.0%	13.3%		12.1%		10.0%		7.8%	

