

**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	\$ 74,376,000	\$ 76,109,000	\$ 80,360,000	\$ 85,059,000	\$ 86,760,000	\$ 88,495,000
IP Ancillary Revenue	230,576,000	233,204,000	238,934,000	252,486,000	256,273,000	260,117,000
Total Inpatient Revenue	304,954,000	309,313,000	319,294,000	337,545,000	343,033,000	348,612,000
Total Outpatient Revenue	253,122,000	313,917,000	316,451,000	328,120,000	336,323,000	344,731,000
Total Patient Revenue	558,076,000	623,230,000	635,745,000	665,665,000	679,356,000	693,343,000
REVENUE DEDUCTIONS						
Medicare & Medicaid	246,697,000	265,852,000	273,356,000	288,690,000	294,231,000	296,787,000
Charity Care	15,516,000	13,105,000	16,010,000	21,899,000	22,348,000	22,806,000
Other Revenue Deductions	47,081,000	55,393,000	53,616,000	55,374,000	56,513,000	57,677,000
Bad Debt Expense	37,196,000	34,526,000	36,995,000	34,870,000	35,237,000	35,962,000
Total Revenue Deductions	348,490,000	368,876,000	379,977,000	400,732,000	408,329,000	415,234,000
NET OPERATING REVENUE	209,586,000	254,354,000	255,768,000	264,933,000	271,027,000	278,109,000
Other Operating Revenue	7,945,000	7,571,000	6,427,000	6,254,000	5,872,000	5,901,000
TOTAL OPERATING REVENUE	217,531,000	261,925,000	262,195,000	271,187,000	276,899,000	284,010,000
EXPENSES						
Wages	63,469,000	66,522,000	68,699,000	72,858,000	74,679,000	76,546,000
Benefits	20,929,000	21,195,000	19,978,000	21,542,000	21,973,000	22,412,000
Contract Personnel	7,235,000	9,197,000	12,763,000	9,963,000	10,063,000	10,164,000
Supplies	36,191,000	38,563,000	36,430,000	36,349,000	36,139,000	36,320,000
Drugs and IV's	16,145,000	22,625,000	24,721,000	25,760,000	26,275,000	26,801,000
Physician Fees	6,161,000	6,203,000	6,823,000	7,427,000	7,576,000	7,728,000
Professional Fees	5,081,000	4,664,000	4,033,000	4,754,000	4,849,000	4,946,000
Insurance	2,745,000	2,158,000	2,567,000	2,597,000	2,675,000	2,755,000
Utilities	3,917,000	3,645,000	4,092,000	3,835,000	3,912,000	3,990,000
Outside Services	19,468,000	21,930,000	21,836,000	21,312,000	21,738,000	22,173,000
Depreciation	16,857,000	16,266,000	16,085,000	16,511,000	17,337,000	18,071,000
Provider Tax Expense	3,197,000	3,311,000	3,203,000	3,457,000	3,526,000	3,597,000
Other Expense	6,732,000	7,028,000	7,106,000	7,431,000	7,580,000	7,732,000
Interest Expense	5,938,000	3,601,000	3,736,000	3,175,000	3,760,000	3,769,000
TOTAL OPERATING EXPENSE	219,535,000	226,908,000	232,069,000	237,547,000	242,062,000	246,004,000
EXCESS REVENUE OVER EXPENSE FROM OPERATIONS	33,996,000	35,017,000	30,126,000	33,640,000	34,817,000	36,006,000
Operating Margin	14.2%	13.8%	11.8%	12.7%	12.6%	12.9%
NON-OPERATING REVENUE (Expenses)						
Investment Income	3,769,000	4,320,000	3,948,000	4,689,000	4,783,000	4,879,000
Realized Gain (Loss) From Investments	9,314,000	2,062,000	(2,134,000)	960,000	970,000	980,000
Unrealized Gain (Loss) From Investments	(4,166,000)	(10,957,000)	12,181,000	2,160,000	2,182,000	2,204,000
8,914,000	(4,575,000)	13,995,000	7,809,000	7,935,000	8,063,000	
Restricted Income for Capital	68,000	-	-	-	-	-
Other Non-Operating Revenue(Expense)	(2,893,000)	1,411,000	220,000	4,039,000	4,039,000	4,039,000
Other Revenue (Minority Interest)	(580,000)	(801,000)	(1,472,000)	(800,000)	(824,000)	(849,000)
TOTAL NON-OPERATING REVENUE (Expenses)	5,509,000	(3,955,000)	12,745,000	7,009,000	11,150,000	7,214,000
EXCESS REVENUE OVER EXPENSE BEFORE INCOME FROM SUBSIDIARIES	39,505,000	31,052,000	42,869,000	40,649,000	45,967,000	43,220,000
Income From Camden Campus	5,897,000	5,625,000	6,854,000	7,134,000	6,655,000	6,161,000
Income From CHSI	(26,860,000)	(29,376,000)	(28,997,000)	(28,950,000)	(29,653,000)	(30,674,000)
Equity Transfer CHSI	-	6,462,000	28,256,000	337,300	(830,000)	(890,000)
Income From SCC-St. Marys	(822,000)	(688,000)	(735,000)	(771,000)	(830,000)	(890,000)
Income From SCC-Brunswick	(963,000)	914,000	1,147,000	87,000	(13,000)	(115,000)
Income From Foundation	965,000	(263,000)	1,092,000	927,000	947,000	967,000
Income From QALICB	(226,000)	(79,000)	(58,000)	(132,000)	(135,000)	(137,000)
EXCESS REVENUE OVER EXPENSE Total Margin	\$ 17,795,000	\$ 13,456,000	\$ 50,424,000	\$ 18,944,000	\$ 22,938,000	\$ 18,532,000
	7.4%	5.3%	19.7%	7.2%	8.5%	6.7%

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	11,585	4.2		11,585	0.5	11,672	0.8	11,759	0.8
Days	54,276	54,932	57,834	58,414	5.3		58,414	1.0	58,998	1.0	59,588	1.0
Average Length of Stay	4.83	4.96	5.02	5.04	1.2		5.04	0.4	5.05	0.2	5.07	0.4
Total Admissions (excluding newborns)	11,232	11,067	11,530	11,585	4.2		11,585	0.5	11,672	0.8	11,759	0.8
Total Patient Days	54,276	54,932	57,834	58,414	5.3		58,414	1.0	58,998	1.0	59,588	1.0
Average Daily Census	148.7	150.1	158.4	160.0	5.6		160.0	1.0	161.6	1.0	162.8	0.7
Total Observation Cases	2,106	1,705	1,720	1,711	0.9		1,711	(0.5)	1,745	2.0	1,780	2.0
Total Observation Days	3,330	2,875	2,953	2,938	2.7		2,938	(0.5)	2,997	2.0	3,057	2.0
NEWBORNS												
Births	1,327	1,302	1,271	1,296	(2.4)		1,296	2.0	1,300	0.3	1,310	0.8
Days	3,042	2,998	2,851	2,920	(4.9)		2,920	2.4	2,934	0.5	2,949	0.5
Average Length of Stay	2.29	2.30	2.24	2.25	(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	1,6129	1.4		1,6129	1.5	1,6169	0.2	1,6208	0.2
Acute Occupancy Rate	59.7%	60.3%	63.6%	64.3%	5.6		64.3%	1.0	64.3%	-	64.3%	-
Cath Lab Procedures	1,737	2,024	2,039	2,069	0.7		2,069	1.5	2,110	2.0	2,150	1.9
Surgeries (1)	2,860	3,006	2,989	3,019	(0.6)		3,019	1.0	3,020	0.0	3,040	0.7
Total Inpatient	3,309	3,506	3,618	3,655	3.2		3,655	1.0	3,690	1.0	3,728	1.0
Outpatient	3,575	3,441	3,139	3,155	(8.8)		3,155	0.5	3,188	1.0	3,220	1.0
Outpatient Surgery Center	1,973	2,080	2,282	2,350	9.7		2,350	3.0	2,374	1.0	2,398	1.0
Endoscopy	3,030	2,920	2,824	2,909	(3.3)		2,909	3.0	2,938	1.0	2,968	1.0
SGHS Endoscopy Center	11,887	11,947	11,863	12,069	(0.7)		12,069	1.7	12,190	1.0	12,314	1.0
Total Outpatient	14,747	14,953	14,852	15,088	(0.7)		15,088	1.6	15,210	0.8	15,354	0.9
Total Surgeries												

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						%		%		%		%
Emergency Visits	50,920	54,258	51,846	(4.4)	52,364	1.0	53,410	2.0	54,480	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	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	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	\$ 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	\$ 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	\$ 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	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)	4.42	(1.4)
Net Days in AVR (Rev. Net of Bad Debt)	65.0	68.3	67.4	(1.3)	63.2	(6.3)	60.6	(4.1)	57.7	(4.6)	57.7	(4.6)