

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

	2015	2016	PROJECTED 2017	Budget 2018	Forecast 2019	Forecast 2020
<b>GROSS PATIENT REVENUE</b>						
Room Accommodation	\$ 10,896,000	\$ 11,312,000	\$ 11,424,000	\$ 11,558,000	\$ 11,674,000	\$ 11,791,000
IP Ancillary Revenue	4,027,000	4,265,000	3,894,000	3,900,000	3,939,000	3,998,000
Total Inpatient Revenue	14,883,000	15,577,000	15,318,000	15,458,000	15,613,000	15,789,000
Total Outpatient Revenue						
Total Patient Revenue	14,883,000	15,577,000	15,318,000	15,458,000	15,613,000	15,789,000
<b>REVENUE DEDUCTIONS</b>						
Medicare & Medicaid	(164,000)	(63,000)	(1,258,000)	(219,000)	(217,000)	(205,000)
Charity Care	-	-	-	18,000	13,000	13,000
Other Revenue Deductions	645,000	448,000	560,000	620,000	620,000	620,000
Bad Debt Expense	1,557,000	379,000	191,000	154,000	154,000	154,000
Total Revenue Deductions	2,038,000	764,000	(507,000)	573,000	570,000	582,000
<b>NET OPERATING REVENUE</b>	12,825,000	14,813,000	15,825,000	14,885,000	15,043,000	15,207,000
Other Operating Revenue	5,000	5,000	6,000	7,000	7,000	7,000
<b>TOTAL OPERATING REVENUE</b>	12,830,000	14,818,000	15,831,000	14,892,000	15,050,000	15,214,000
<b>EXPENSES</b>						
Wages	5,981,000	6,275,000	6,454,000	6,952,000	7,126,000	7,304,000
Benefits	1,868,000	1,979,000	1,762,000	1,783,000	1,819,000	1,855,000
Contract Personnel	840,000	832,000	1,806,000	1,233,000	1,239,000	1,239,000
Supplies	453,000	493,000	587,000	608,000	611,000	611,000
Drugs and IV's	478,000	468,000	380,000	376,000	380,000	384,000
Physician Fees	66,000	60,000	60,000	49,000	50,000	51,000
Professional Fees	16,000	41,000	43,000	58,000	59,000	60,000
Insurance	559,000	480,000	239,000	269,000	272,000	275,000
Utilities	241,000	236,000	246,000	242,000	247,000	252,000
Outside Services	1,296,000	1,380,000	1,555,000	1,476,000	1,491,000	1,506,000
Depreciation	629,000	634,000	654,000	664,000	677,000	691,000
Provider Tax Expense	867,000	894,000	936,000	937,000	937,000	937,000
Other Expense	65,000	125,000	116,000	99,000	101,000	103,000
Interest Expense	4,000	6,000	46,000	59,000	60,000	61,000
Total Expense	13,393,000	13,904,000	14,684,000	14,805,000	15,069,000	15,329,000
<b>EXCESS REVENUE OVER EXPENSE</b>						
<b>FROM OPERATIONS</b>	(563,000)	914,000	1,147,000	87,000	(13,000)	(115,000)
<i>Operating Margin</i>	-4.4%	6.2%	7.2%	0.6%	-0.1%	-0.8%
<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>	\$ (563,000)	\$ 914,000	\$ 1,147,000	\$ 87,000	\$ (13,000)	\$ (115,000)
<i>Total Margin</i>	-4.4%	6.2%	7.2%	0.6%	-0.1%	-0.8%

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

	2015		2016		PROJECTED 2017		BUDGET 2018		FORCAST 2019		FORCAST 2020		
									%		%	%	
Nursing Home Admissions	533		531		461		470		2.0	494	5.0	495	0.3
						(13.2)							
Hold Days	507		439		450		452		0.5	475	5.0	476	0.3
Nursing Home Days	59,661		61,989		62,342		62,410		0.1	62,722	0.5	63,036	0.5
Total Patient Days	60,168		62,428		62,792		62,862		0.1	63,197	0.5	63,512	0.5
						0.6							
Average Daily Census	163		169		171		171		0.1	172	0.5	173	0.5
						0.8							
Occupancy Rate	82.4%		85.3%		86.0%		86.1%		0.1	86.6%	0.5	87.0%	0.5
						0.9							
Patient Days	60,168		62,428		62,792		62,862		0.1	63,197	0.5	63,512	0.5
						0.6							
Gross Revenue per Adj Pt Day	\$ 249		\$ 251		\$ 246		\$ 248		0.8	\$ 249	0.5	\$ 250	0.6
						(2.2)							
Net Revenue per Adj Pt Day(Includes Bad Debt)	\$ 215		\$ 239		\$ 254		\$ 239		(6.0)	\$ 240	0.6	\$ 241	0.6
						6.2							
Expense per Adj Pt Day(Excludes Bad Debt)	\$ 224		\$ 224		\$ 236		\$ 237		0.7	\$ 240	1.2	\$ 243	1.3
						5.0							
Total FTE's	184		178		189		192		1.7	193	0.2	193	0.3
						6.0							
FTE per Adj Occ Bed	1.13		1.05		1.11		1.12		1.6	1.12	(0.2)	1.12	(0.2)
						5.1							
Net Days in A/R (Rev. Net of Bad Debt)	36.9		24.4		33.5		35.6		6.5	35.2	(1.1)	33.6	(4.6)
						37.2							

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

	2015	2016	PROJECTED 2017	Budget 2018	Forecast 2019	Forecast 2020
<b>GROSS PATIENT REVENUE</b>						
Room, Accommodation	\$ 4,139,000	\$ 4,301,000	\$ 4,462,000	\$ 4,667,000	\$ 4,690,000	\$ 4,713,000
IP Ancillary Revenue	969,000	1,237,000	1,541,000	1,637,000	1,670,000	1,703,000
Total Inpatient Revenue	5,108,000	5,538,000	6,003,000	6,304,000	6,360,000	6,416,000
Total Outpatient Revenue	-	-	-	-	-	-
Total Patient Revenue	5,108,000	5,538,000	6,003,000	6,304,000	6,360,000	6,416,000
<b>REVENUE DEDUCTIONS</b>						
Medicare & Medicaid	203,000	425,000	164,000	457,000	459,000	460,000
Charity Care	(1,000)	-	-	11,000	11,000	11,000
Other Revenue Deductions	81,000	271,000	247,000	169,000	170,000	171,000
Bad Debt Expense	316,000	224,000	13,000	16,000	16,000	16,000
Total Revenue Deductions	599,000	920,000	424,000	653,000	656,000	658,000
<b>NET OPERATING REVENUE</b>	4,509,000	4,618,000	5,579,000	5,651,000	5,704,000	5,758,000
Other Operating Revenue	3,000	2,000	2,000	2,000	2,000	2,000
<b>TOTAL OPERATING REVENUE</b>	4,512,000	4,620,000	5,581,000	5,653,000	5,706,000	5,760,000
<b>EXPENSES</b>						
Wages	2,535,000	2,731,000	2,666,000	2,978,000	3,052,000	3,128,000
Benefits	701,000	581,000	583,000	676,000	690,000	704,000
Contract Personnel	419,000	468,000	1,055,000	833,000	837,000	841,000
Supplies	420,000	442,000	520,000	508,000	513,000	518,000
Drugs and IV's	141,000	126,000	158,000	135,000	136,000	137,000
Physician Fees	46,000	56,000	56,000	58,000	59,000	60,000
Professional Fees	-	-	-	-	-	-
Insurance	120,000	109,000	186,000	167,000	169,000	171,000
Utilities	99,000	99,000	94,000	95,000	97,000	99,000
Outside Services	275,000	281,000	380,000	367,000	371,000	375,000
Depreciation	166,000	147,000	151,000	154,000	156,000	158,000
Provider Tax Expense	335,000	354,000	364,000	365,000	367,000	369,000
Other Expense	77,000	95,000	86,000	88,000	89,000	90,000
Interest Expense	-	-	-	-	-	-
Total Expense	5,334,000	5,489,000	6,319,000	6,424,000	6,536,000	6,650,000
<b>EXCESS REVENUE OVER EXPENSE</b>	(822,000)	(869,000)	(738,000)	(771,000)	(830,000)	(890,000)
<b>FROM OPERATIONS</b>						
Operating Margin	-18.2%	-18.6%	-13.2%	-13.6%	-14.6%	-15.5%
<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>	(822,000)	(869,000)	(738,000)	(771,000)	(830,000)	(890,000)
Total Margin	-18.2%	-18.6%	-13.2%	-13.6%	-14.6%	-15.5%

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

	<b>2015</b>	<b>2016</b>	<b>PROJECTED 2017</b>	<b>BUDGET 2018</b>	<b>%</b>	<b>%</b>	<b>FORCAST 2019</b>	<b>%</b>	<b>FORCAST 2020</b>	<b>%</b>
Nursing Home Admissions	150	116	139	140	20.0	0.6	140	0.3	141	0.3
Hold Days	177	191	233	240	21.9	3.0	241	0.3	241	0.3
Nursing Home Days	22,392	23,359	24,047	25,250	2.9	5.0	25,255	0.0	25,260	0.0
Total Patient Days	22,569	23,550	24,280	25,490	3.1	5.0	25,496	0.0	25,501	0.0
Average Daily Census	61	64	66	69	3.2	5.0	69	0.0	69	0.0
Occupancy Rate	79.3%	82.5%	85.3%	89.5%	3.4	5.0	89.6%	0.0	89.6%	0.0
Patient Days	22,569	23,550	24,280	25,490	3.1	5.0	25,496	0.0	25,501	0.0
Gross Revenue per Adj Pt Day	\$ 228	\$ 237	\$ 250	\$ 250	5.3	0.0	\$ 252	0.9	\$ 254	0.9
Net Revenue per Adj Pt Day(Includes Bad Debt)	\$ 201	\$ 198	\$ 232	\$ 224	17.4	(3.5)	\$ 226	0.9	\$ 228	0.9
Expense per Adj Pt Day(Excludes Bad Debt)	\$ 238	\$ 235	\$ 263	\$ 254	11.8	(3.2)	\$ 259	1.7	\$ 263	1.7
Total FTE's	79	79	82	85	3.0	3.9	85	0.2	85	0.0
FTE per Adj Occ Bed	1.27	1.23	1.23	1.21	(0.3)	(1.0)	1.22	0.2	1.22	(0.0)
Net Days in A/R (Rev. Net of Bad Debt)	41.1	27.6	31.1	30.7	12.7	(1.0)	30.4	(1.1)	30.1	(1.1)