

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

	2015	2016	PROJECTED 2017	%	Budget 2018	%	Forecast 2019	%	Forecast 2020	%
GROSS PATIENT REVENUE										
Room Accommodation	\$ 9,385,000	\$ 9,154,000	\$ 9,355,000	2.2	\$ 9,740,000	4.1	\$ 9,789,000	0.5	\$ 9,838,000	0.5
IP Ancillary Revenue	22,917,000	22,372,000	24,047,000	7.5	25,207,000	4.8	25,459,000	1.0	25,714,000	1.0
Total Inpatient Revenue	32,302,000	31,526,000	33,402,000	6.0	34,947,000	4.6	35,248,000	0.9	35,552,000	0.9
Total Outpatient Revenue	74,035,000	76,872,000	79,579,000	3.5	82,689,000	3.9	83,102,000	0.5	83,518,000	0.5
Total Patient Revenue	106,337,000	108,398,000	112,981,000	4.2	117,636,000	4.1	118,350,000	0.6	119,070,000	0.6
REVENUE DEDUCTIONS										
Medicare & Medicaid	33,103,000	34,881,000	35,189,000	0.9	36,338,000	3.3	36,520,000	0.5	36,703,000	0.5
Charity Care	1,609,000	899,000	236,000	(73.7)	2,820,000	1094.9	2,834,000	0.5	2,848,000	0.5
Other Revenue Deductions	15,545,000	16,274,000	17,533,000	7.7	17,665,000	0.8	17,753,000	0.5	17,842,000	0.5
Bad Debt Expense	12,268,000	10,599,000	11,972,000	13.0	11,225,000	(6.2)	11,281,000	0.5	11,337,000	0.5
Total Revenue Deductions	62,525,000	62,653,000	64,930,000	3.6	68,048,000	4.8	68,388,000	0.5	68,730,000	0.5
NET OPERATING REVENUE	43,812,000	45,745,000	48,051,000	5.0	49,588,000	3.2	49,962,000	0.8	50,340,000	0.8
Other Operating Revenue	1,118,000	955,000	379,000	(60.3)	338,000	(10.8)	335,000	(0.9)	332,000	(0.9)
TOTAL OPERATING REVENUE	44,930,000	46,700,000	48,430,000	3.7	49,926,000	3.1	50,297,000	0.7	50,672,000	0.7
EXPENSES										
Wages	13,443,000	13,676,000	14,411,000	5.4	15,430,000	7.1	15,816,000	2.5	16,211,000	2.5
Benefits	4,597,000	4,911,000	3,982,000	(18.9)	4,072,000	2.3	4,153,000	2.0	4,236,000	2.0
Contract Personnel	586,000	912,000	1,157,000	26.9	615,000	(46.8)	621,000	1.0	627,000	1.0
Supplies	4,070,000	4,174,000	4,897,000	17.3	5,051,000	3.1	5,061,000	0.2	5,071,000	0.2
Drugs and IV's	2,975,000	3,188,000	3,005,000	(5.7)	3,158,000	5.1	3,221,000	2.0	3,285,000	2.0
Physician Fees	2,128,000	2,164,000	2,638,000	21.9	2,714,000	2.9	2,768,000	2.0	2,823,000	2.0
Professional Fees	88,000	138,000	-	(100.0)	-	0.0	-	0.0	-	0.0
Insurance	344,000	1,346,000	583,000	(58.7)	572,000	(1.9)	590,000	3.1	608,000	3.1
Utilities	848,000	776,000	803,000	3.5	805,000	0.2	822,000	2.1	838,000	1.9
Outside Services	3,441,000	4,202,000	4,056,000	(3.5)	4,781,000	17.9	4,877,000	2.0	4,975,000	2.0
Depreciation	2,547,000	2,453,000	2,221,000	(9.5)	2,353,000	5.9	2,447,000	4.0	2,545,000	4.0
Provider Tax Expense	649,000	672,000	596,000	(11.3)	655,000	9.9	655,000	0.0	655,000	0.0
Other Expense	1,180,000	1,369,000	1,390,000	1.5	1,516,000	9.1	1,546,000	2.0	1,577,000	2.0
Interest Expense	1,677,000	1,099,000	1,102,000	0.3	1,083,000	1.8	1,078,000	0.5	1,073,000	0.5
Total Expense	38,573,000	41,080,000	40,841,000	(0.6)	42,805,000	4.8	43,655,000	2.0	44,524,000	2.0
EXCESS REVENUE OVER EXPENSE										
FROM OPERATIONS	6,357,000	5,620,000	7,589,000	35.0	7,121,000	(6.2)	6,642,000	(6.7)	6,148,000	(7.4)
<i>Operating Margin</i>	14.5%	12.3%	15.8%		14.4%		13.3%		12.2%	
NON-OPERATING REVENUE (Expenses)										
Investment Income	4,000	5,000	14,000	180.0	13,000	(7.1)	13,000	0.0	13,000	0.0
Realized Gain (Loss) From Investments	-	-	-		-		-		-	
Unrealized Gain (Loss) From Investments	-	-	-		-		-		-	
Equity Transfer	-	(47,630,000)	-		-		-		-	
Write-off of Variable Bond Insurance Cost	-	-	-		-		-		-	
Other Non-Operating Revenue(Expense)	(464,000)	-	-		-		-		-	
Other Revenue (Minority Interest)	-	-	-		-		-		-	
TOTAL NON-OPERATING REVENUE (Expenses)	(460,000)	(47,625,000)	14,000	(100.0)	13,000	7.7	13,000	0.0	13,000	0.0
EXCESS REVENUE OVER EXPENSE	\$ 5,897,000	\$ (42,005,000)	\$ 7,603,000	(118.1)	\$ 7,134,000	(6.2)	\$ 6,655,000	(6.7)	\$ 6,161,000	(7.4)
<i>Total Margin</i>	13.5%	-91.8%	15.8%		14.4%		13.3%		12.2%	

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

	<u>2015</u>	<u>2016</u>	<u>PROJECTED 2017</u>	<u>%</u>	<u>BUDGET 2018</u>	<u>%</u>	<u>FORCAST 2019</u>	<u>%</u>	<u>FORCAST 2020</u>	<u>%</u>
ACUTE										
Admissions	1,884	1,920	1,973	2.8	1,997	1.2	2,007	0.5	2,017	0.5
Days	6,656	6,329	6,497	2.7	6,533	0.6	6,566	0.5	6,598	0.5
Average Length of Stay	3.53	3.30	3.29	(0.3)	3.27	(0.6)	3.27	-	3.27	-
Total Admissions (excluding newborns)	1,884	1,920	1,973	2.8	1,997	1.2	2,007	0.5	2,027	1.0
Total Patient Days	6,656	6,329	6,497	2.7	6,533	0.6	6,566	0.5	6,631	1.0
Average Daily Census	18.2	17.3	17.8	2.9	17.9	0.6	18.0	0.5	18.2	1.0
Total Observation Cases	498	321	358	11.4	356	(0.5)	363	2.0	370	2.0
Total Observation Days	644	604	504	(16.6)	501	(0.5)	512	2.0	522	2.0
NEWBORNS										
Births	665	728	635	(12.8)	640	0.8	643	0.5	646	0.5
Days	1,521	1,608	1,346	(16.3)	1,405	4.3	1,412	0.5	1,419	0.5
Average Length of Stay	2.29	2.21	2.12	(4.1)	2.20	3.8	2.20	-	2.20	-
Case Mix Index (Acute only)	1.2885	1.2021	1.1420	(5.0)	1.1477	0.5	1.1494	0.1	1.1511	0.1
Acute Occupancy Rate	45.6%	43.2%	44.5%	2.9	44.7%	0.6	45.0%	0.5	45.2%	0.5
Cath Lab Procedures	0	0	0		0		0		0	
Surgeries (1)										
Total Inpatient	529	513	551	7.4	557	1.0	559	0.5	562	0.5
Outpatient	956	934	1,103	18.1	1,115	1.1	1,121	0.5	1,126	0.5
Endoscopy	715	908	1,055	16.2	1,087	3.0	1,092	0.5	1,098	0.5
Total Outpatient	1,671	1,842	2,158	17.1	2,202	2.0	2,213	0.5	2,224	0.5
Total Surgeries	2,200	2,355	2,708	15.0	2,758	1.8	2,772	0.5	2,786	0.5

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STATISTICAL BUDGET
OPERATING STATISTICS COMPARISONS

	<u>2015</u>	<u>2016</u>	<u>PROJECTED</u> <u>2017</u>	%	<u>BUDGET</u> <u>2018</u>	%	<u>FORCAST</u> <u>2019</u>	%	<u>FORCAST</u> <u>2020</u>	%
Emergency Visits	30,922	31,621	31,704	0.3	32,021	1.0	32,181	0.5	32,342	0.5
Other Outpatient	50,992	54,136	55,399	2.3	55,507	0.2	55,784	0.5	56,063	0.5
Adjusted Patient Days	21,911	21,761	21,975	1.0	21,991	0.1	22,045	0.2	22,210	0.7
Gross Revenue per Adj Pt Day	\$ 4,853	\$ 4,981	\$ 5,141	3.2	\$ 5,349	4.0	\$ 5,369	0.4	\$ 5,388	0.4
Net Revenue per Adj Pt Day(Includes Bad Debt)	\$ 2,000	\$ 2,102	\$ 2,187	4.0	\$ 2,255	3.1	\$ 2,266	0.5	\$ 2,278	0.5
Expense per Adj Pt Day(Excludes Bad Debt)	\$ 1,760	\$ 1,888	\$ 1,859	(1.5)	\$ 1,946	4.7	1,980	1.7	\$ 2,015	1.7
Total FTE's	263	277	292	5.4	298	2.2	299	0.2	299	-
FTE per Adj Occ Bed	4.38	4.65	4.84	4.1	4.95	2.2	4.95	-	4.94	(0.2)
Net Days in A/R (Rev. Net of Bad Debt)	59.2	69.8	63.8	(8.6)	58.5	(8.3)	56.1	(4.1)	54.0	(3.9)
Medicare										
ACUTE Admissions	572	579	644	11.3	655	1.6	658	0.5	662	0.5
% of Total Admissions	30.4%	30.2%	32.7%		32.8%		32.8%		32.8%	
ACUTE Patient Days	2,630	2,358	2,350	(0.4)	2,547	8.4	2,560	0.5	2,573	0.5
Medicare % of Total Patient Days	39.5%	37.3%	36.2%		39.0%		39.0%		39.0%	