

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

	2015	2016	PROJECTED 2017	%	Budget 2018	%	Forecast 2019	%	Forecast 2020	%
GROSS PATIENT REVENUE										
Room Accommodation	\$ 10,836,000	\$ 11,312,000	\$ 11,424,000	1.0	\$ 11,558,000	1.2	\$ 11,674,000	1.0	\$ 11,791,000	1.0
IP Ancillary Revenue	4,027,000	4,265,000	3,894,000	(8.7)	3,900,000	0.2	3,939,000	1.0	3,998,000	1.5
Total Inpatient Revenue	14,863,000	15,577,000	15,318,000	(1.7)	15,458,000	0.9	15,613,000	1.0	15,789,000	1.1
Total Outpatient Revenue	-	-	-	-	-	-	-	-	-	-
Total Patient Revenue	14,863,000	15,577,000	15,318,000	(1.7)	15,458,000	0.9	15,613,000	1.0	15,789,000	1.1
REVENUE DEDUCTIONS										
Medicare & Medicaid	(164,000)	(63,000)	(1,258,000)	1896.8	(219,000)	(82.6)	(217,000)	(0.9)	(205,000)	(5.5)
Charity Care	-	-	-	-	18,000	100.0	13,000	(27.8)	13,000	0.0
Other Revenue Deductions	645,000	448,000	560,000	-	620,000	10.7	620,000	0.0	620,000	0.0
Bad Debt Expense	1,557,000	379,000	191,000	(49.6)	154,000	(19.4)	154,000	0.0	154,000	0.0
Total Revenue Deductions	2,038,000	764,000	(507,000)	(166.4)	573,000	(213.0)	570,000	(0.5)	582,000	2.1
NET OPERATING REVENUE	12,825,000	14,813,000	15,825,000	6.8	14,885,000	(5.9)	15,043,000	1.1	15,207,000	1.1
Other Operating Revenue	5,000	5,000	6,000	20.0	7,000	16.7	7,000	0.0	7,000	0.0
TOTAL OPERATING REVENUE	12,830,000	14,818,000	15,831,000	6.8	14,892,000	(5.9)	15,050,000	1.1	15,214,000	1.1
EXPENSES										
Wages	5,981,000	6,275,000	6,454,000	2.9	6,952,000	7.7	7,126,000	2.5	7,304,000	2.5
Benefits	1,898,000	1,979,000	1,762,000	(11.0)	1,783,000	1.2	1,819,000	2.0	1,855,000	2.0
Contract Personnel	840,000	832,000	1,606,000	93.0	1,233,000	(23.2)	1,233,000	0.0	1,239,000	0.5
Supplies	453,000	493,000	587,000	19.1	608,000	3.6	611,000	0.5	611,000	0.0
Drugs and IV's	478,000	468,000	380,000	(18.8)	376,000	(1.1)	380,000	1.1	384,000	1.1
Physician Fees	66,000	60,000	60,000	0.0	49,000	(18.3)	50,000	2.0	51,000	2.0
Professional Fees	16,000	41,000	43,000	4.9	58,000	34.9	59,000	1.7	60,000	1.7
Insurance	559,000	480,000	239,000	(50.2)	269,000	12.6	272,000	1.1	275,000	1.1
Utilities	241,000	236,000	246,000	4.2	242,000	(1.6)	247,000	2.1	252,000	2.0
Outside Services	1,296,000	1,380,000	1,555,000	12.7	1,476,000	(5.1)	1,491,000	1.0	1,506,000	1.0
Depreciation	629,000	634,000	654,000	3.2	664,000	1.5	677,000	2.0	691,000	2.1
Provider Tax Expense	867,000	894,000	936,000	4.7	937,000	0.1	937,000	0.0	937,000	0.0
Other Expense	65,000	126,000	116,000	(7.9)	99,000	(14.7)	101,000	2.0	103,000	2.0
Interest Expense	4,000	6,000	46,000	666.7	59,000	28.3	60,000	1.7	61,000	1.7
Total Expense	13,393,000	13,904,000	14,684,000	5.6	14,805,000	0.8	15,063,000	1.7	15,329,000	1.8
EXCESS REVENUE OVER EXPENSE										
FROM OPERATIONS										
FROM OPERATIONS	(563,000)	914,000	1,147,000	25.5	87,000	(92.4)	(13,000)	(114.9)	(115,000)	784.6
<i>Operating Margin</i>	<i>-4.4%</i>	<i>6.2%</i>	<i>7.2%</i>		<i>0.6%</i>		<i>-0.1%</i>		<i>-0.8%</i>	
NON-OPERATING REVENUE (Expenses)										
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)	-	-	-	-	-	-	-	-	-	-
TOTAL NON-OPERATING REVENUE (Expenses)	-	-	-	-	-	-	-	-	-	-
EXCESS REVENUE OVER EXPENSE	\$ (563,000)	\$ 914,000	\$ 1,147,000	(303.7)	\$ 87,000	(92.4)	\$ (13,000)	(114.9)	\$ (115,000)	784.6
<i>Total Margin</i>	<i>-4.4%</i>	<i>6.2%</i>	<i>7.2%</i>		<i>0.6%</i>		<i>-0.1%</i>		<i>-0.8%</i>	

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

	<u>2015</u>	<u>2016</u>	<u>PROJECTED 2017</u>	%	<u>BUDGET 2018</u>	%	<u>FORCAST 2019</u>	%	<u>FORCAST 2020</u>	%
Nursing Home Admissions	533	531	461	(13.2)	470	2.0	494	5.0	495	0.3
Hold Days	507	439	450	2.5	452	0.5	475	5.0	476	0.3
Nursing Home Days	59,661	61,989	62,342	0.6	62,410	0.1	62,722	0.5	63,036	0.5
Total Patient Days	60,168	62,428	62,792	0.6	62,862	0.1	63,197	0.5	63,512	0.5
Average Daily Census	163	169	171	0.8	171	0.1	172	0.5	173	0.5
Occupancy Rate	82.4%	85.3%	86.0%	0.9	86.1%	0.1	86.6%	0.5	87.0%	0.5
Patient Days	60,168	62,428	62,792	0.6	62,862	0.1	63,197	0.5	63,512	0.5
Gross Revenue per Adj Pt Day	\$ 249	\$ 251	\$ 246	(2.2)	\$ 248	0.8	\$ 249	0.5	\$ 250	0.6
Net Revenue per Adj Pt Day(Includes Bad Debt)	\$ 215	\$ 239	\$ 254	6.2	\$ 239	(6.0)	\$ 240	0.6	\$ 241	0.6
Expense per Adj Pt Day(Excludes Bad Debt)	\$ 224	\$ 224	\$ 236	5.0	\$ 237	0.7	\$ 240	1.2	\$ 243	1.3
Total FTE's	184	178	189	6.0	192	1.7	193	0.2	193	0.3
FTE per Adj Occ Bed	1.13	1.05	1.11	5.1	1.12	1.6	1.12	(0.2)	1.12	(0.2)
Net Days in A/R (Rev. Net of Bad Debt)	36.9	24.4	33.5	37.2	35.6	6.5	35.2	(1.1)	33.6	(4.6)

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

	2015	2016	PROJECTED 2017	%	Budget 2018	%	Forecast 2019	%	Forecast 2020	%
GROSS PATIENT REVENUE										
Room Accommodation	\$ 4,139,000	\$ 4,301,000	\$ 4,462,000	3.7	\$ 4,667,000	4.6	\$ 4,690,000	0.5	\$ 4,713,000	0.5
IP Ancillary Revenue	969,000	1,237,000	1,541,000	24.6	1,637,000	6.2	1,670,000	2.0	1,703,000	2.0
Total Inpatient Revenue	5,108,000	5,538,000	6,003,000	8.4	6,304,000	5.0	6,360,000	0.9	6,416,000	0.9
Total Outpatient Revenue	-	-	-	-	-	-	-	-	-	-
Total Patient Revenue	5,108,000	5,538,000	6,003,000	8.4	6,304,000	5.0	6,360,000	0.9	6,416,000	0.9
REVENUE DEDUCTIONS										
Medicare & Medicaid	203,000	425,000	164,000	(61.4)	457,000	178.7	459,000	0.4	460,000	0.2
Charity Care	(1,000)	-	-	-	11,000	100.0	11,000	0.0	11,000	0.0
Other Revenue Deductions	81,000	271,000	247,000	(8.9)	169,000	(31.6)	170,000	0.6	171,000	0.6
Bad Debt Expense	316,000	224,000	13,000	(94.2)	16,000	23.1	16,000	0.0	16,000	0.0
Total Revenue Deductions	599,000	920,000	424,000	(53.9)	653,000	54.0	656,000	0.5	658,000	0.3
NET OPERATING REVENUE	4,509,000	4,618,000	5,579,000	20.8	5,651,000	1.3	5,704,000	0.9	5,758,000	0.9
Other Operating Revenue	3,000	2,000	2,000	0.0	2,000	0.0	2,000	0.0	2,000	0.0
TOTAL OPERATING REVENUE	4,512,000	4,620,000	5,581,000	20.8	5,653,000	1.3	5,706,000	0.9	5,760,000	0.9
EXPENSES										
Wages	2,535,000	2,731,000	2,686,000	(1.6)	2,978,000	10.9	3,052,000	2.5	3,128,000	2.5
Benefits	701,000	581,000	583,000	0.3	676,000	16.0	690,000	2.1	704,000	2.0
Contract Personnel	419,000	468,000	1,055,000	125.4	833,000	(21.0)	837,000	0.5	841,000	0.5
Supplies	420,000	442,000	520,000	17.6	508,000	(2.3)	513,000	1.0	518,000	1.0
Drugs and IV's	141,000	126,000	158,000	25.4	135,000	(14.6)	136,000	0.7	137,000	0.7
Physician Fees	46,000	56,000	56,000	0.0	58,000	3.6	59,000	1.7	60,000	1.7
Professional Fees	-	-	-	-	-	-	-	-	-	-
Insurance	120,000	109,000	186,000	70.6	167,000	(10.2)	169,000	1.2	171,000	1.2
Utilities	99,000	99,000	94,000	(5.1)	95,000	1.1	97,000	2.1	99,000	2.1
Outside Services	275,000	281,000	380,000	35.2	367,000	(3.4)	371,000	1.1	375,000	1.1
Depreciation	166,000	147,000	151,000	2.7	154,000	2.0	156,000	1.3	158,000	1.3
Provider Tax Expense	335,000	354,000	364,000	2.8	365,000	0.3	367,000	0.5	369,000	0.5
Other Expense	77,000	95,000	86,000	(9.5)	88,000	-	89,000	-	90,000	-
Interest Expense	-	-	-	-	-	2.3	-	1.1	-	1.1
Total Expense	5,334,000	5,489,000	6,319,000	15.1	6,424,000	1.7	6,536,000	1.7	6,650,000	1.7
EXCESS REVENUE OVER EXPENSE										
FROM OPERATIONS	(822,000)	(869,000)	(738,000)	(15.1)	(771,000)	4.5	(830,000)	7.7	(890,000)	7.2
Operating Margin	-18.2%	-18.8%	-13.2%	-	-13.6%	-	-14.6%	-	-15.5%	-
NON-OPERATING REVENUE (Expenses)										
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)	-	-	-	-	-	-	-	-	-	-
TOTAL NON-OPERATING REVENUE (Expenses)	-	-	-	-	-	-	-	-	-	-
EXCESS REVENUE OVER EXPENSE	\$ (822,000)	\$ (869,000)	\$ (738,000)	(10.2)	\$ (771,000)	4.5	\$ (830,000)	7.7	\$ (890,000)	7.2
Total Margin	-18.2%	-18.8%	-13.2%	-	-13.6%	-	-14.6%	-	-15.5%	-

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

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