

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

	2016	2017	PROJECTED 2018	%	Budget 2019	%	Forecast 2020	%	Forecast 2021	%
GROSS PATIENT REVENUE										
Room Accommodation	\$ 76,109,000	\$ 81,660,000	\$ 89,299,000	9.4	\$ 94,751,000	6.1	\$ 97,594,000	3.0	\$ 100,034,000	2.5
IP Ancillary Revenue	233,204,000	242,183,000	261,905,000	8.1	277,895,000	6.1	286,232,000	3.0	293,388,000	2.5
Total Inpatient Revenue	309,313,000	323,843,000	351,204,000	8.4	372,646,000	6.1	383,826,000	3.0	393,422,000	2.5
Total Outpatient Revenue	313,917,000	320,464,000	329,728,000	2.9	358,430,000	8.7	367,391,000	2.5	376,576,000	2.5
Total Patient Revenue	623,230,000	644,307,000	680,932,000	5.7	731,076,000	7.4	751,217,000	2.8	769,998,000	2.5
REVENUE DEDUCTIONS										
Medicare & Medicaid	265,852,000	278,103,000	293,110,000	5.4	324,569,000	10.7	333,477,000	2.7	341,722,000	2.5
Charity Care	13,105,000	19,972,000	32,596,000	63.2	38,801,000	19.0	39,871,000	2.8	40,868,000	2.5
Other Revenue Deductions	55,393,000	56,694,000	61,116,000	7.8	62,790,000	2.7	64,370,000	2.5	65,979,000	2.5
Bad Debt Expense	34,526,000	32,845,000	30,666,000	(6.6)	30,337,000	(1.1)	30,893,000	1.8	31,665,000	2.5
Total Revenue Deductions	368,876,000	387,604,000	417,487,000	7.7	456,497,000	9.3	468,611,000	2.7	480,234,000	2.5
NET OPERATING REVENUE	254,354,000	256,703,000	263,445,000	2.6	274,579,000	4.2	282,606,000	2.9	289,764,000	2.5
Other Operating Revenue	7,571,000	6,901,000	6,337,000	(8.2)	5,448,000	(14.0)	5,502,000	1.0	5,530,000	0.5
TOTAL OPERATING REVENUE	261,925,000	263,604,000	269,782,000	2.3	280,027,000	3.8	288,108,000	2.9	295,294,000	2.5
EXPENSES										
Wages	66,522,000	69,565,000	75,852,000	9.0	79,544,000	4.9	81,533,000	2.5	83,571,000	2.5
Benefits	21,195,000	19,021,000	22,131,000	16.4	24,197,000	9.3	24,681,000	2.0	25,175,000	2.0
Contract Personnel	9,197,000	13,264,000	13,085,000	(1.3)	6,293,000	(51.9)	6,324,000	0.5	6,356,000	0.5
Supplies	38,563,000	35,694,000	34,980,000	(2.1)	34,887,000	(0.2)	35,410,000	1.5	35,941,000	1.5
Drugs and IV's	22,625,000	25,219,000	26,462,000	4.9	27,808,000	5.1	28,642,000	3.0	29,215,000	2.0
Physician Fees	6,203,000	7,036,000	8,200,000	16.5	9,144,000	11.5	9,327,000	2.0	9,560,000	2.5
Professional Fees	4,664,000	4,254,000	5,026,000	18.1	5,049,000	0.5	5,150,000	2.0	5,253,000	2.0
Insurance	2,158,000	2,548,000	1,554,000	(39.0)	2,582,000	66.2	2,659,000	3.0	2,739,000	3.0
Utilities	3,645,000	4,040,000	3,894,000	(3.6)	3,906,000	0.3	3,984,000	2.0	4,064,000	2.0
Outside Services	21,930,000	21,406,000	22,426,000	4.8	20,960,000	(6.5)	21,379,000	2.0	21,807,000	2.0
Depreciation	16,266,000	16,127,000	16,157,000	0.2	16,289,000	0.8	17,103,000	5.0	17,958,000	5.0
Provider Tax Expense	3,311,000	3,237,000	3,514,000	8.6	3,782,000	7.6	3,858,000	2.0	3,935,000	2.0
Other Expense	7,028,000	7,212,000	7,505,000	4.1	7,245,000	(3.5)	7,390,000	2.0	7,538,000	2.0
Interest Expense	3,601,000	3,693,000	3,812,000	3.2	3,566,000	(5.9)	3,585,000	0.3	3,604,000	0.3
TOTAL OPERATING EXPENSE	226,908,000	232,316,000	244,578,000	5.3	245,272,000	0.3	251,035,000	2.3	258,716,000	2.3
EXCESS REVENUE OVER EXPENSE FROM OPERATIONS	35,017,000	31,288,000	25,204,000	(19.4)	34,755,000	37.9	37,073,000	6.7	38,578,000	4.1
Operating Margin	13.8%	12.2%	9.6%		12.7%		13.1%		13.3%	
NON-OPERATING REVENUE (Expenses)										
Investment Income	4,320,000	3,717,000	4,088,000	10.0	3,957,000	(3.2)	4,036,000	2.0	4,117,000	2.0
Realized Gain (Loss) From Investments	2,062,000	(719,000)	(506,000)	(29.6)	960,000	(289.7)	970,000	1.0	980,000	1.0
Unrealized Gain (Loss) From Investments	(10,957,000)	11,010,000	7,928,000	(28.0)	2,520,000	(68.2)	2,545,000	1.0	2,570,000	1.0
	(4,575,000)	14,008,000	11,510,000		7,437,000	(35.4)	7,551,000		7,667,000	
Other Non-Operating Revenue(Expense)	1,411,000	(10,000)	1,258,000	(12680.0)		(100.0)	4,039,000	0.0	0.0	0.0
Other Revenue (Minority Interest)	(801,000)	(1,209,000)	(1,418,000)	17.3	(1,532,000)	8.0	(1,578,000)	3.0	(1,625,000)	3.0
TOTAL NON-OPERATING REVENUE (Expenses)	(3,965,000)	12,789,000	11,350,000	(11.3)	5,905,000	(48.0)	10,012,000	69.6	6,042,000	(39.7)
EXCESS REVENUE OVER EXPENSE BEFORE INCOME FROM SUBSIDIARIES	31,052,000	44,077,000	36,554,000	(17.1)	40,660,000	11.2	47,085,000	0.1	44,620,000	(0.1)
Income From Camden Campus	5,625,000	7,004,000	3,890,000	(44.5)	5,683,000	46.1	6,014,000		6,323,000	
Income From CHS1	(29,376,000)	(29,221,000)	(34,583,000)	18.3	(32,061,000)	(7.3)	(32,262,000)		(33,378,000)	
Equity Transfer CHS1	6,462,000	28,201,000	29,392,000	4.2	32,061,000	9.1	32,262,000		33,378,000	
Income From SCC-St. Marys	-	(687,000)	(983,000)	47.4	(173,000)	(82.4)	(231,000)		(291,000)	
Income From SCC-Brunswick	-	1,038,000	(1,488,000)	(243.4)	1,300,000	(187.4)	1,193,000		1,101,000	
Income From Foundation	(263,000)	1,090,000	924,000	(15.2)	2,266,000	145.2	2,312,000		2,358,000	
Income From QALICB	(79,000)	(12,000)	(8,000)	(33.3)	(1,000)	(87.5)	(1,000)		-	
EXCESS REVENUE OVER EXPENSE	\$ 13,421,000	\$ 51,510,000	\$ 33,698,000	(34.6)	\$ 49,735,000	47.6	\$ 56,372,000	0.1	\$ 54,111,000	(0.0)
Total Margin	5.3%	20.1%	12.8%		18.1%		19.9%		18.7%	

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

	<u>2016</u>	<u>2017</u>	<u>PROJECTED</u> <u>2018</u>	%	<u>BUDGET</u> <u>2019</u>	%	<u>FORCAST</u> <u>2020</u>	%	<u>FORCAST</u> <u>2021</u>	%
ACUTE										
Admissions	11,067	11,545	12,098	4.8	12,215	1.0	12,313	0.8	12,405	0.8
Days	54,932	58,815	63,097	7.3	63,820	1.1	63,182	(1.0)	62,901	(0.4)
Average Length of Stay	4.96	5.09	5.22	2.6	5.22	-	5.13	(1.7)	5.07	(1.2)
Total Admissions (excluding newborns)	11,067	11,545	12,098	4.8	12,215	1.0	12,313	0.8	12,405	0.8
Total Patient Days	54,932	58,815	63,097	7.3	63,820	1.1	63,182	(1.0)	62,901	(0.4)
Average Daily Census	150.1	161.1	172.9	7.3	174.8	1.1	172.6	(1.3)	172.3	(0.2)
Total Observation Cases	1,705	1,789	1,762	(1.5)	1,779	1.0	1,797	1.0	1,815	1.0
Total Observation Days	2,875	3,052	2,954	(3.2)	2,984	1.0	3,028	1.5	3,074	1.5
NEWBORNS										
Births	1,302	1,268	1,258	(0.8)	1,270	1.0	1,280	0.8	1,290	0.8
Days	2,998	2,838	2,862	0.8	2,891	1.0	2,905	0.5	2,920	0.5
Average Length of Stay	2.30	2.24	2.28	1.8	2.28	-	2.27	(0.4)	2.26	(0.4)
Case Mix Index (Acute only)	1.5671	1.5872	1.6102	1.4	1.6343	1.5	1.6384	0.3	1.6425	0.2
Acute Occupancy Rate	60.3%	64.7%	69.4%	7.3	70.2%	1.1	69.3%	(1.3)	69.2%	(0.2)
Cath Lab Procedures	2,024	2,052	2,096	2.2	2,128	1.5	2,160	1.5	2,190	1.4
Surgeries (1)										
Total Inpatient	3,006	2,970	3,112	4.8	3,150	1.3	3,182	1.0	3,230	1.5
Outpatient	3,506	3,700	3,832	3.6	3,908	2.0	3,950	1.1	3,988	1.0
Outpatient Surgery Center	3,441	3,176	3,194	0.6	3,290	3.0	3,340	1.5	3,390	1.5
Endoscopy	2,080	2,337	2,124	(9.1)	2,145	1.0	2,170	1.2	2,200	1.4
SGHS Endoscopy Center	2,920	2,829	2,675	(5.5)	2,702	1.0	2,730	1.1	2,758	1.0
Total Outpatient	11,947	12,042	11,825	(1.8)	12,045	1.9	12,190	1.2	12,336	1.2
Total Surgeries	14,953	15,012	14,936	(0.5)	15,196	1.7	15,372	1.2	15,566	1.3

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

	<u>2016</u>	<u>2017</u>	<u>PROJECTED 2018</u>	%	<u>BUDGET 2019</u>	%	<u>FORCAST 2020</u>	%	<u>FORCAST 2021</u>	%
Emergency Visits	54,258	52,239	54,649	4.6	55,742	2.0	56,580	1.5	57,430	1.5
Other Outpatient	183,238	182,815	183,142	0.2	184,973	1.0	188,670	2.0	192,440	2.0
Adjusted Patient Days	110,682	117,016	122,336	4.5	126,155	3.1	123,658	(2.0)	123,108	(0.4)
Gross Revenue per Adj Pt Day	\$ 5,631	\$ 5,506	\$ 5,566	1.1	\$ 5,795	4.1	\$ 6,075	4.8	\$ 6,255	3.0
Net Revenue per Adj Pt Day(Includes Bad Debt)	\$ 2,298	\$ 2,194	\$ 2,153	(1.8)	\$ 2,177	1.1	\$ 2,285	5.0	\$ 2,354	3.0
Expense per Adj Pt Day(Excludes Bad Debt)	\$ 2,050	\$ 1,985	\$ 1,999	0.7	\$ 1,944	(2.8)	\$ 2,030	4.4	\$ 2,085	2.7
Total FTE's	1,344	1,406	1,497	6.5	1,502	0.4	1,506	0.3	1,507	0.0
FTE per Adj Occ Bed	4.45	4.39	4.47	1.8	4.38	(1.9)	4.46	1.8	4.47	0.2
Days Cash on Hand (Incl. Self Ins. Funds)	306.1	336.2	320.5	(4.7)	320.9	0.1	316.1	(1.5)	310.1	(1.9)
Net Days in A/R (Rev. Net of Bad Debt)	68.3	66.2	68.4	3.4	63.9	(6.6)	61.2	(4.2)	58.3	(4.8)