

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

	2017	2018	PROJECTED 2019	%	Budget 2020	%	Forecast 2021	%	Forecast 2022	%
GROSS PATIENT REVENUE										
Room Accommodation	\$ 81,660,000	\$ 89,537,000	\$ 90,781,000	1.4	\$ 102,213,000	12.6	\$ 104,257,000	2.0	\$ 105,821,000	1.5
IP Ancillary Revenue	242,183,000	263,084,000	266,146,000	1.2	270,467,000	1.6	275,876,000	2.0	280,014,000	1.5
Total Inpatient Revenue	323,843,000	352,621,000	356,927,000	1.2	372,680,000	4.4	380,133,000	2.0	385,835,000	1.5
Total Outpatient Revenue	320,464,000	333,331,000	372,876,000	11.9	409,545,000	9.8	422,650,000	3.2	433,216,000	2.5
Total Patient Revenue	644,307,000	685,952,000	729,803,000	6.4	782,225,000	7.2	802,783,000	2.6	819,051,000	2.0
REVENUE DEDUCTIONS										
Medicare & Medicaid	278,103,000	296,882,000	318,747,000	7.4	347,260,000	8.9	356,030,000	2.5	361,429,000	1.5
Charity Care	19,972,000	34,005,000	39,695,000	16.7	43,027,000	8.4	44,158,000	2.6	45,053,000	2.0
Other Revenue Deductions	56,684,000	62,224,000	61,088,000	(1.8)	66,392,000	8.7	68,137,000	2.6	69,518,000	2.0
Bad Debt Expense	32,845,000	29,704,000	29,949,000	0.8	33,392,000	11.5	33,920,000	1.6	34,607,000	2.0
Total Revenue Deductions	387,604,000	422,815,000	449,479,000	6.3	490,071,000	9.0	502,245,000	2.5	510,607,000	1.7
NET OPERATING REVENUE	256,703,000	263,137,000	280,324,000	6.5	292,154,000	4.2	300,538,000	2.9	308,444,000	2.6
Other Operating Revenue	6,902,000	6,387,000	5,475,000	(14.3)	5,601,000	2.3	5,657,000	1.0	5,685,000	0.5
TOTAL OPERATING REVENUE	263,605,000	269,524,000	285,799,000	6.0	297,755,000	4.2	306,195,000	2.8	314,129,000	2.6
EXPENSES										
Wages	69,565,000	76,872,000	79,819,000	3.8	84,833,000	6.3	86,954,000	2.5	89,128,000	2.5
Benefits	19,021,000	22,481,000	23,997,000	6.7	25,277,000	5.3	25,783,000	2.0	26,299,000	2.0
Contract Personnel	13,264,000	12,552,000	7,145,000	(43.1)	7,517,000	5.2	7,555,000	0.5	7,593,000	0.5
Supplies	35,694,000	34,827,000	36,455,000	4.7	36,741,000	0.8	37,292,000	1.5	37,851,000	1.5
Drugs and IV's	25,219,000	26,354,000	28,964,000	9.9	30,965,000	6.9	31,429,000	3.0	31,743,000	2.0
Physician Fees	7,036,000	8,962,000	10,144,000	13.2	11,592,000	14.3	11,824,000	2.0	12,120,000	2.5
Professional Fees	4,254,000	5,195,000	4,660,000	(10.3)	5,142,000	10.3	5,245,000	2.0	5,350,000	2.0
Insurance	2,548,000	1,380,000	2,324,000	66.4	2,284,000	(1.7)	2,353,000	3.0	2,424,000	3.0
Utilities	4,040,000	3,848,000	4,052,000	5.3	4,145,000	2.3	4,228,000	2.0	4,313,000	2.0
Outside Services	21,406,000	22,404,000	21,908,000	(2.2)	21,465,000	(2.0)	21,894,000	2.0	22,332,000	2.0
Depreciation	16,127,000	16,260,000	15,487,000	(4.8)	16,138,000	4.2	16,945,000	5.0	17,792,000	5.0
Provider Tax Expense	3,237,000	3,518,000	3,801,000	8.0	3,812,000	0.3	3,888,000	2.0	3,965,000	2.0
Other Expense	7,212,000	7,644,000	7,486,000	(2.1)	7,445,000	(0.5)	7,594,000	2.0	7,746,000	2.0
Interest Expense	3,693,000	3,793,000	3,536,000	(6.8)	3,647,000	3.1	3,656,000	0.3	3,665,000	0.3
TOTAL OPERATING EXPENSE	232,316,000	246,090,000	249,778,000	1.5	261,003,000	4.5	266,640,000	2.2	272,322,000	2.1
EXCESS REVENUE OVER EXPENSE										
FROM OPERATIONS	31,289,000	23,434,000	36,021,000	53.7	36,752,000	2.0	39,555,000	7.6	41,807,000	5.7
<i>Operating Margin</i>	12.2%	8.9%	12.6%		12.6%		13.2%		13.6%	
NON-OPERATING REVENUE (Expenses)										
Investment Income	3,842,000	3,913,000	5,174,000	32.2	5,824,000	12.6	5,940,000	2.0	6,059,000	2.0
Realized Gain (Loss) From Investments	(719,000)	1,645,000	1,930,000	17.3	960,000	(50.3)	970,000	1.0	980,000	1.0
Unrealized Gain (Loss) From Investments	11,011,000	3,274,000	(3,023,000)	(192.3)	2,100,000	(169.5)	2,121,000	1.0	2,142,000	1.0
	14,134,000	8,832,000	4,081,000		8,884,000		9,031,000		9,181,000	
Other Non-Operating Revenue(Expense)	(136,000)	1,503,000	6,278,000	317.7	7,029,000		1,740,000		1,740,000	
Other Revenue (Minority Interest)	(1,209,000)	375,000	(2,062,000)	(649.9)	(2,100,000)	1.8	(2,163,000)	3.0	(2,228,000)	3.0
TOTAL NON-OPERATING REVENUE (Expenses)	12,789,000	10,710,000	8,297,000	(22.5)	13,813,000	66.5	8,608,000	(37.7)	8,693,000	1.0
EXCESS REVENUE OVER EXPENSE										
BEFORE INCOME FROM SUBSIDIARIES	44,078,000	34,144,000	44,318,000	29.8	50,565,000	14.1	48,163,000	(0.0)	50,500,000	0.0
Income From Camden Campus	7,004,000	4,198,000	4,802,000	14.4	5,536,000		4,873,000		4,230,000	
Income From CHSI	(29,221,000)	(34,581,000)	(33,370,000)	(3.5)	(31,457,000)		(32,290,000)		(33,444,000)	
Equity Transfer CHSI	28,201,000	28,950,000	31,818,000	9.9	31,457,000		32,290,000		33,444,000	
Income From SCC-St. Marys	(667,000)	(904,000)	(914,000)	1.1	(889,000)		(947,000)		(1,008,000)	
Income From SCC-Brunswick	1,037,000	(1,003,000)	(659,000)	(34.3)	1,080,000		966,000		855,000	
Income From Foundation	1,090,000	738,000	(236,000)	(132.0)	(29,000)		(24,000)		(25,000)	
Income From QALICB	(12,000)	(1,987,000)	54,000	(102.7)	(138,000)		-		-	
EXCESS REVENUE OVER EXPENSE	\$ 51,510,000	\$ 29,555,000	\$ 45,813,000	55.0	\$ 56,125,000	22.5	\$ 53,031,000	(0.1)	\$ 54,552,000	0.0
<i>Total Margin</i>	20.1%	11.2%	16.3%		19.2%		17.6%		17.7%	

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

	2017	2018	PROJECTED 2019	%	BUDGET 2020	%	FORCAST 2021	%	FORCAST 2022	%
ACUTE										
Admissions	11,545	12,163	12,804	5.3	12,805	0.0	12,901	0.8	12,998	0.8
Days	58,815	63,071	63,091	0.0	62,770	(0.5)	63,084	0.5	63,399	0.5
Average Length of Stay	5.09	5.19	4.93	(5.0)	4.90	(0.6)	4.89	(0.2)	4.88	(0.2)
Total Admissions (excluding newborns)	11,545	12,163	12,804	5.3	12,805	0.0	12,901	0.8	12,998	0.8
Total Patient Days	58,815	63,071	63,091	0.0	62,770	(0.5)	63,084	0.5	63,399	0.5
Average Daily Census	161.1	172.8	173.0	0.1	171.5	(0.9)	172.8	0.8	173.2	0.2
Total Observation Cases	1,789	1,800	1,990	10.6	1,265	(36.4)	1,278	1.0	1,290	1.0
Total Observation Days	3,052	2,977	3,282	10.2	3,266	(0.5)	3,298	1.0	3,331	1.0
NEWBORNS										
Births	1,268	1,236	1,253	1.4	1,296	3.4	1,300	0.3	1,310	0.8
Days	2,838	2,822	2,677	(5.1)	3,175	18.6	3,190	0.5	3,206	0.5
Average Length of Stay	2.24	2.28	2.00	(12.3)	2.45	22.5	2.45	-	2.45	-
Case Mix Index (Acute only)	1.5872	1.6244	1.6403	1.0	1.6403	-	1.6403	-	1.6403	-
Acute Occupancy Rate	64.7%	69.4%	70.2%	1.2	69.1%	(1.6)	69.1%	-	69.1%	-
Cath Lab Procedures	2,052	2,148	2,313	7.7	2,348	1.5	2,390	1.8	2,440	2.1
Surgeries (1)										
Total Inpatient	2,970	3,164	3,152	(0.4)	3,184	1.0	3,180	(0.1)	3,200	0.6
Outpatient	3,700	3,836	4,051	5.6	4,090	1.0	4,130	1.0	4,168	0.9
Outpatient Surgery Center	3,176	3,250	3,727	14.7	3,750	0.6	3,788	1.0	3,830	1.1
Endoscopy	2,337	2,196	3,019	37.5	3,110	3.0	3,144	1.1	3,178	1.1
SGHS Endoscopy Center	2,829	2,672	2,624	(1.8)	2,700	2.9	2,728	1.0	2,758	1.1
Total Outpatient	12,042	11,954	13,421	12.3	13,650	1.7	13,790	1.0	13,934	1.0
Total Surgeries	15,012	15,118	16,573	9.6	16,834	1.6	16,970	0.8	17,134	1.0
Emergency Visits	52,239	54,659	54,479	(0.3)	55,024	1.0	55,570	1.0	56,130	1.0
Other Outpatient	182,815	184,524	198,219	7.4	202,183	2.0	204,210	1.0	206,250	1.0
Adjusted Patient Days	117,016	122,692	129,001	5.1	132,699	2.9	133,223	0.4	134,584	1.0
Gross Revenue per Adj Pt Day	\$ 5,506	\$ 5,591	\$ 5,657	1.2	\$ 5,895	4.2	\$ 6,026	2.2	\$ 6,086	1.0
Net Revenue per Adj Pt Day(Includes Bad Debt)	\$ 2,194	\$ 2,145	\$ 2,173	1.3	\$ 2,202	1.3	\$ 2,256	2.5	\$ 2,292	1.6
Expense per Adj Pt Day(Excludes Bad Debt)	\$ 1,985	\$ 2,006	\$ 1,936	(3.5)	\$ 1,967	1.6	\$ 2,001	1.8	\$ 2,023	1.1
Total FTE's	1,406	1,497	1,485	(0.8)	1,535	3.4	1,539	0.2	1,539	0.0
FTE per Adj Occ Bed	4.39	4.45	4.20	(5.7)	4.26	1.5	4.22	(1.1)	4.17	(1.0)
Net Days in A/R (Rev. Net of Bad Debt)	66.2	66.8	64.1	(4.0)	63.6	(0.8)	63.1	(0.8)	62.6	(0.8)