

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

	2016	2017	PROJECTED 2018	%	Budget 2019	%	Forecast 2020	%	Forecast 2021	%
<b>GROSS PATIENT REVENUE</b>										
Room Accommodation	\$ 9,154,000	\$ 9,426,000	\$ 10,075,000	6.9	\$ 10,614,000	5.3	\$ 10,932,000	3.0	\$ 11,205,000	2.5
IP Ancillary Revenue	22,372,000	24,261,000	26,195,000	8.0	27,596,000	5.3	28,424,000	3.0	29,135,000	2.5
Total Inpatient Revenue	31,526,000	33,687,000	36,270,000	7.7	38,210,000	5.3	39,356,000	3.0	40,340,000	2.5
Total Outpatient Revenue	76,872,000	80,610,000	83,468,000	3.5	89,483,000	7.2	91,720,000	2.5	94,013,000	2.5
Total Patient Revenue	108,398,000	114,297,000	119,738,000	4.8	127,693,000	6.6	131,076,000	2.6	134,353,000	2.5
<b>REVENUE DEDUCTIONS</b>										
Medicare & Medicaid	34,881,000	34,896,000	39,744,000	13.9	42,392,000	6.7	43,511,000	2.6	44,594,000	2.5
Charity Care	899,000	1,918,000	2,083,000	8.6	3,994,000	91.7	4,099,000	2.6	4,201,000	2.5
Other Revenue Deductions	16,274,000	18,599,000	18,463,000	(0.7)	19,652,000	6.4	20,171,000	2.6	20,673,000	2.5
Bad Debt Expense	10,599,000	11,321,000	10,482,000	(7.4)	10,193,000	(2.8)	10,462,000	2.6	10,722,000	2.5
Total Revenue Deductions	62,653,000	66,734,000	70,772,000	6.1	76,231,000	7.7	78,243,000	2.6	80,190,000	2.5
<b>NET OPERATING REVENUE</b>	45,745,000	47,563,000	48,966,000	2.9	51,462,000	5.1	52,833,000	2.7	54,163,000	2.5
Other Operating Revenue	955,000	568,000	317,000	(44.2)	235,000	(25.9)	233,000	(0.9)	231,000	(0.9)
<b>TOTAL OPERATING REVENUE</b>	46,700,000	48,131,000	49,283,000	2.4	51,697,000	4.9	53,066,000	2.6	54,394,000	2.5
<b>EXPENSES</b>										
Wages	13,676,000	14,657,000	15,776,000	7.6	16,627,000	5.4	17,043,000	2.5	17,469,000	2.5
Benefits	4,911,000	3,893,000	4,487,000	15.3	4,756,000	6.0	4,851,000	2.0	4,948,000	2.0
Contract Personnel	912,000	1,118,000	691,000	(38.2)	636,000	(8.0)	639,000	0.5	642,000	0.5
Supplies	4,174,000	4,875,000	5,216,000	7.0	5,231,000	0.3	5,309,000	1.5	5,389,000	1.5
Drugs and IV's	3,188,000	3,023,000	4,002,000	32.4	4,197,000	4.9	4,323,000	3.0	4,409,000	2.0
Physician Fees	2,164,000	2,798,000	2,624,000	(6.2)	2,609,000	(0.6)	2,661,000	2.0	2,714,000	2.0
Professional Fees	138,000	-	20,000	0.0	5,000	0.0	5,000	0.0	5,000	0.0
Insurance	1,346,000	581,000	550,000	(5.3)	551,000	0.2	568,000	3.1	585,000	3.0
Utilities	776,000	788,000	865,000	9.8	845,000	(2.3)	862,000	2.0	879,000	2.0
Outside Services	4,202,000	4,053,000	5,003,000	23.4	5,101,000	2.0	5,203,000	2.0	5,307,000	2.0
Depreciation	2,453,000	2,232,000	2,338,000	4.7	2,434,000	4.1	2,531,000	4.0	2,632,000	4.0
Provider Tax Expense	672,000	595,000	652,000	9.6	685,000	5.2	700,000	2.0	714,000	2.0
Other Expense	1,369,000	1,409,000	1,314,000	(6.7)	1,294,000	(1.5)	1,320,000	2.0	1,346,000	2.0
Interest Expense	1,100,000	1,101,000	1,085,000	(1.5)	1,042,000	4.1	1,037,000	0.5	1,032,000	0.5
Total Expense	41,081,000	41,123,000	44,623,000	8.5	46,014,000	3.1	47,052,000	2.3	48,071,000	2.2
<b>EXCESS REVENUE OVER EXPENSE</b>										
<b>FROM OPERATIONS</b>	5,619,000	7,008,000	4,660,000	(33.5)	5,683,000	22.0	6,014,000	5.8	6,323,000	5.1
Operating Margin	12.3%	14.7%	9.5%		11.0%		11.4%		11.7%	
<b>NON-OPERATING REVENUE (Expenses)</b>										
Investment Income	5,000	(4,000)	(19,000)	375.0	-	(100.0)	-	0.0	-	0.0
Realized Gain (Loss) From Investments	-	-	-	-	-	-	-	-	-	-
Unrealized Gain (Loss) From Investments	-	-	-	-	-	-	-	-	-	-
Equity Transfer	-	-	-	-	-	-	-	-	-	-
Write-off of Variable Bond Insurance Cost	-	-	-	-	-	-	-	-	-	-
Other Non-Operating Revenue(Expense)	-	-	-	-	-	-	-	-	-	-
Other Revenue (Minority Interest)	-	-	-	-	-	-	-	-	-	-
<b>TOTAL NON-OPERATING REVENUE (Expenses)</b>	5,000	(4,000)	(19,000)	375.0	-	(100.0)	-	#DIV/0!	-	0.0
<b>EXCESS REVENUE OVER EXPENSE</b>	\$ 5,624,000	\$ 7,004,000	\$ 4,641,000	(33.7)	\$ 5,683,000	22.5	\$ 6,014,000	5.8	\$ 6,323,000	5.1
Total Margin	12.3%	14.7%	9.5%		11.0%		11.4%		11.7%	

**SOUTHEAST GEORGIA HEALTH SYSTEM - CAMDEN 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>	%
<b>ACUTE</b>										
Admissions	1,920	1,966	1,980	0.7	1,997	0.9	2,007	0.5	2,017	0.5
Days	6,329	6,497	6,568	1.1	6,643	1.1	6,676	0.5	6,710	0.5
Average Length of Stay	3.30	3.30	3.32	0.6	3.33	0.3	3.33	-	3.33	-
Total Admissions (excluding newborns)	1,920	1,966	1,980	0.7	1,997	0.9	2,007	0.5	2,017	0.5
Total Patient Days	6,329	6,497	6,568	1.1	6,643	1.1	6,676	0.5	6,710	0.5
Average Daily Census	17.3	17.8	18.0	1.4	18.2	1.1	18.3	0.5	18.4	0.5
Total Observation Cases	321	370	379	2.5	383	1.0	391	2.0	398	2.0
Total Observation Days	604	514	502	(2.4)	507	1.0	517	2.0	527	2.0
<b>NEWBORNS</b>										
Births	728	636	708	11.3	715	1.0	721	0.8	727	0.8
Days	1,608	1,400	1,525	8.9	1,540	1.0	1,548	0.5	1,556	0.5
Average Length of Stay	2.21	2.20	2.15	(2.3)	2.15	-	2.15	-	2.14	(0.5)
Case Mix Index (Acute only)	1.2021	1.1518	1.2824	11.3	1.2888	0.5	1.2907	0.1	1.2926	0.1
Acute Occupancy Rate	43.2%	44.5%	45.0%	1.1	45.5%	1.1	45.6%	0.2	46.0%	0.8
Cath Lab Procedures	0	0	0		0		0		0	
Surgeries (1)										
Total Inpatient	513	551	574	4.1	579	1.0	585	1.0	591	1.0
Outpatient	934	1,118	1,021	(8.7)	1,031	1.0	1,042	1.0	1,052	1.0
Endoscopy	908	1,066	1,123	5.4	1,134	1.0	1,146	1.0	1,157	1.0
Total Outpatient	1,842	2,184	2,144	(1.8)	2,166	1.0	2,188	1.0	2,209	1.0
Total Surgeries	2,355	2,735	2,718	(0.6)	2,745	1.0	2,773	1.0	2,800	1.0

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**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	31,621	31,827	30,696	(3.6)	31,310	2.0	31,466	0.5	31,624	0.5
Other Outpatient	54,136	55,534	54,941	(1.1)	55,490	1.0	55,768	0.5	56,046	0.5
Adjusted Patient Days	21,761	22,044	21,682	(1.6)	22,200	2.4	22,235	0.2	22,458	1.0
Gross Revenue per Adj Pt Day	\$ 4,981	\$ 5,185	\$ 5,523	6.5	\$ 5,752	4.2	\$ 5,895	2.5	\$ 6,012	2.0
Net Revenue per Adj Pt Day(Includes Bad Debt)	\$ 2,102	\$ 2,158	\$ 2,258	4.7	\$ 2,318	2.6	\$ 2,376	2.5	\$ 2,424	2.0
Expense per Adj Pt Day(Excludes Bad Debt)	\$ 1,888	\$ 1,866	\$ 2,058	10.3	\$ 2,073	0.7	2,116	2.1	\$ 2,151	1.7
Total FTE's	277	293	302	3.1	308	1.8	309	0.2	309	-
FTE per Adj Occ Bed	4.65	4.86	5.09	4.8	5.06	(0.6)	5.08	0.4	5.04	(0.7)
Days Cash on Hand (Incl. Self Ins. Funds)	(3.0)	(0.7)	(0.6)	(8.0)	2.4	(466.1)	4.4	84.9	6.3	43.5
Net Days in A/R (Rev. Net of Bad Debt)	69.8	57.9	63.6	9.8	57.3	(9.9)	55.4	(3.3)	53.4	(3.5)