

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

	2017	2018	PROJECTED 2019	%	Budget 2020	%	Forecast 2021	%	Forecast 2022	%
GROSS PATIENT REVENUE										
Room Accommodation	\$ 9,426,000	\$ 10,136,000	\$ 10,664,000	5.2	\$ 11,419,000	7.1	\$ 11,476,000	0.5	\$ 11,533,000	0.5
IP Ancillary Revenue	24,262,000	26,523,000	27,511,000	3.7	27,833,000	1.2	28,111,000	1.0	28,392,000	1.0
Total Inpatient Revenue	33,688,000	36,659,000	38,175,000	4.1	39,252,000	2.8	39,587,000	0.9	39,925,000	0.9
Total Outpatient Revenue	80,610,000	84,179,000	90,399,000	7.4	96,677,000	6.9	97,160,000	0.5	97,646,000	0.5
Total Patient Revenue	114,298,000	120,838,000	128,574,000	6.4	135,929,000	5.7	136,747,000	0.6	137,571,000	0.6
REVENUE DEDUCTIONS										
Medicare & Medicaid	34,896,000	40,397,000	42,627,000	5.5	45,531,000	6.8	45,759,000	0.5	45,988,000	0.5
Charity Care	1,918,000	2,943,000	4,358,000	48.1	4,354,000	(0.1)	4,376,000	0.5	4,398,000	0.5
Other Revenue Deductions	18,600,000	18,513,000	19,269,000	4.1	21,362,000	10.9	21,469,000	0.5	21,576,000	0.5
Bad Debt Expense	11,321,000	10,098,000	11,161,000	10.5	12,203,000	9.3	12,264,000	0.5	12,325,000	0.5
Total Revenue Deductions	66,735,000	71,951,000	77,415,000	7.6	83,450,000	7.8	83,868,000	0.5	84,287,000	0.5
NET OPERATING REVENUE	47,563,000	48,887,000	51,159,000	4.6	52,479,000	2.6	52,879,000	0.8	53,284,000	0.8
Other Operating Revenue	568,000	298,000	287,000	(3.7)	470,000	63.8	465,000	(1.1)	460,000	(1.1)
TOTAL OPERATING REVENUE	48,131,000	49,185,000	51,446,000	4.6	52,949,000	2.9	53,344,000	0.7	53,744,000	0.7
EXPENSES										
Wages	14,657,000	15,802,000	16,460,000	4.2	16,709,000	1.5	17,127,000	2.5	17,555,000	2.5
Benefits	3,893,000	4,716,000	4,533,000	(3.9)	4,707,000	3.8	4,801,000	2.0	4,897,000	2.0
Contract Personnel	1,118,000	750,000	1,135,000	51.3	1,144,000	0.8	1,150,000	0.5	1,156,000	0.5
Supplies	4,875,000	5,176,000	5,375,000	3.8	5,676,000	5.6	5,761,000	1.5	5,847,000	1.5
Drugs and IV's	3,023,000	4,032,000	3,735,000	(7.4)	3,878,000	3.8	3,994,000	3.0	4,074,000	2.0
Physician Fees	2,798,000	2,633,000	2,739,000	4.0	3,003,000	9.6	3,063,000	2.0	3,124,000	2.0
Professional Fees	-	17,000	-	(100.0)	-	0.0	-	0.0	-	0.0
Insurance	581,000	550,000	558,000	1.5	558,000	0.0	575,000	3.0	592,000	3.0
Utilities	788,000	844,000	828,000	(1.9)	876,000	5.8	894,000	2.1	912,000	2.0
Outside Services	4,053,000	5,002,000	5,406,000	8.1	5,717,000	5.8	5,831,000	2.0	5,948,000	2.0
Depreciation	2,232,000	2,352,000	2,415,000	2.7	2,420,000	0.2	2,517,000	4.0	2,618,000	4.0
Provider Tax Expense	595,000	649,000	652,000	0.5	680,000	1.2	673,000	2.0	686,000	1.9
Other Expense	1,409,000	1,367,000	1,224,000	(10.5)	1,187,000	(3.0)	1,211,000	2.0	1,235,000	2.0
Interest Expense	1,101,000	1,084,000	969,000	(10.6)	888,000	9.1	884,000	0.5	880,000	0.5
Total Expense	41,123,000	44,974,000	46,029,000	2.3	47,423,000	3.0	48,481,000	2.2	49,524,000	2.2
EXCESS REVENUE OVER EXPENSE										
FROM OPERATIONS	7,008,000	4,211,000	5,417,000	28.6	5,526,000	2.0	4,863,000	(12.0)	4,220,000	(13.2)
<i>Operating Margin</i>	<i>14.7%</i>	<i>8.6%</i>	<i>10.6%</i>		<i>10.5%</i>		<i>9.2%</i>		<i>7.9%</i>	
NON-OPERATING REVENUE (Expenses)										
Investment Income	(4,000)	(13,000)	10,000	(176.9)	10,000	0.0	10,000	0.0	10,000	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)	-	-	-	-	-	-	-	-	-	-
TOTAL NON-OPERATING REVENUE (Expenses)	(4,000)	(13,000)	10,000	(176.9)	10,000	0.0	10,000	0.0	10,000	0.0
EXCESS REVENUE OVER EXPENSE	\$ 7,004,000	\$ 4,198,000	\$ 5,427,000	29.3	\$ 5,536,000	2.0	\$ 4,873,000	(12.0)	\$ 4,230,000	(13.2)
<i>Total Margin</i>	<i>14.7%</i>	<i>8.6%</i>	<i>10.6%</i>		<i>10.5%</i>		<i>9.2%</i>		<i>7.9%</i>	

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

	2017	2018	PROJECTED 2019	%	BUDGET 2020	%	FORCAST 2021	%	FORCAST 2022	%
ACUTE										
Admissions	1,966	1,969	1,964	(0.3)	1,957	(0.4)	1,967	0.5	1,977	0.5
Days	6,497	6,623	6,739	1.8	6,723	(0.2)	6,757	0.5	6,790	0.5
Average Length of Stay	3.30	3.36	3.43	2.1	3.44	0.3	3.44	-	3.44	-
Total Admissions (excluding newborns)	1,966	1,969	1,964	(0.3)	1,957	(0.4)	1,967	0.5	1,987	1.0
Total Patient Days	6,497	6,623	6,739	1.8	6,723	(0.2)	6,757	0.5	6,824	1.0
Average Daily Census	17.8	18.1	18.5	2.0	18.4	(0.2)	18.5	0.5	18.7	1.0
Total Observation Cases	370	382	363	(5.0)	364	0.4	368	1.0	372	1.0
Total Observation Days	514	494	468	(5.3)	466	(0.5)	470	1.0	475	1.0
NEWBORNS										
Births	636	696	654	(6.0)	660	0.9	663	0.5	666	0.5
Days	1,400	1,498	1,470	(1.9)	1,530	4.1	1,537	0.5	1,545	0.5
Average Length of Stay	2.20	2.15	2.25	4.7	2.32	3.1	2.32	-	2.32	-
Case Mix Index (Acute only)	1.1518	1.3053	1.4370	10.1	1.4370	-	1.4392	0.2	1.4414	0.2
Acute Occupancy Rate	44.5%	45.4%	46.2%	1.8	45.9%	(0.5)	46.3%	0.8	46.5%	0.5
Cath Lab Procedures	0	0	0		0		0		0	
Surgeries (1)										
Total Inpatient	551	579	504	(13.0)	507	0.5	509	0.5	512	0.5
Outpatient	1,118	996	1,044	4.8	1,050	0.6	1,056	0.5	1,061	0.5
Endoscopy	1,066	1,115	1,255	12.6	1,274	1.5	1,280	0.5	1,287	0.5
Total Outpatient	2,184	2,111	2,299	8.9	2,324	1.1	2,336	0.5	2,348	0.5
Total Surgeries	2,735	2,690	2,803	4.2	2,831	1.0	2,845	0.5	2,859	0.5
Emergency Visits	31,827	30,511	29,818	(2.3)	30,098	0.9	30,399	1.0	30,703	1.0
Other Outpatient	55,534	55,774	55,272	(0.9)	55,381	0.2	55,934	1.0	56,494	1.0
Adjusted Patient Days	22,043	21,831	22,697	4.0	23,282	2.6	23,340	0.2	23,515	0.8
Gross Revenue per Adj Pt Day	\$ 5,185	\$ 5,535	\$ 5,665	2.3	\$ 5,838	3.1	\$ 5,859	0.4	\$ 5,880	0.4
Net Revenue per Adj Pt Day(Includes Bad Debt)	\$ 2,158	\$ 2,239	\$ 2,254	0.7	\$ 2,254	0.0	\$ 2,266	0.5	\$ 2,277	0.5
Expense per Adj Pt Day(Excludes Bad Debt)	\$ 1,866	\$ 2,060	\$ 2,028	(1.6)	\$ 2,037	0.4	2,077	2.0	\$ 2,117	1.9
Total FTE's	293	303	310	2.4	316	1.9	317	0.2	317	-
FTE per Adj Occ Bed	4.86	5.07	4.99	(1.5)	4.97	(0.4)	4.95	(0.3)	4.94	(0.2)
Net Days in A/R (Rev. Net of Bad Debt)	57.9	56.7	58.7	3.5	58.2	(0.9)	57.7	(0.8)	57.2	(0.9)