

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

	2016	2017	PROJECTED 2018	%	Budget 2019	%	Forecast 2020	%	Forecast 2021	%
GROSS PATIENT REVENUE										
Room Accommodation	\$ 11,312,000	\$ 11,356,000	\$ 10,690,000	(5.9)	\$ 12,127,000	13.4	\$ 12,248,000	1.0	\$ 12,370,000	1.0
IP Ancillary Revenue	4,265,000	3,804,000	3,551,000	(6.7)	4,029,000	13.5	4,069,000	1.0	4,130,000	1.5
Total Inpatient Revenue	15,577,000	15,160,000	14,241,000	(6.1)	16,156,000	13.4	16,317,000	1.0	16,500,000	1.1
Total Outpatient Revenue										
Total Patient Revenue	15,577,000	15,160,000	14,241,000	(6.1)	16,156,000	13.4	16,317,000	1.0	16,500,000	1.1
REVENUE DEDUCTIONS										
Medicare & Medicaid	(63,000)	(1,770,000)	(1,765,000)	(0.3)	(467,000)	(73.5)	(469,000)	0.4	(471,000)	0.4
Charity Care	-	-	5,000		53,000	100.0	53,000	0.0	53,000	0.0
Other Revenue Deductions	448,000	543,000	536,000		656,000	22.4	660,000	0.6	664,000	0.6
Bad Debt Expense	379,000	172,000	521,000	202.9	556,000	6.7	559,000	0.5	562,000	0.5
Total Revenue Deductions	764,000	(1,055,000)	(703,000)	(33.4)	798,000	(213.5)	803,000	0.6	808,000	0.6
NET OPERATING REVENUE	14,813,000	16,215,000	14,944,000	(7.8)	15,358,000	2.8	15,514,000	1.0	15,692,000	1.1
Other Operating Revenue	5,000	6,000	5,000	(16.7)	4,000	(20.0)	4,000	0.0	4,000	0.0
TOTAL OPERATING REVENUE	14,818,000	16,221,000	14,949,000	(7.8)	15,362,000	2.8	15,518,000	1.0	15,696,000	1.1
EXPENSES										
Wages	6,275,000	6,462,000	6,666,000	3.2	7,029,000	5.4	7,205,000	2.5	7,385,000	2.5
Benefits	1,979,000	1,728,000	2,050,000	18.6	1,924,000	(6.1)	1,962,000	2.0	2,001,000	2.0
Contract Personnel	832,000	1,643,000	1,865,000	13.5	994,000	(46.7)	994,000	0.0	999,000	0.5
Supplies	493,000	569,000	713,000	25.3	682,000	(4.3)	685,000	0.4	685,000	0.0
Drugs and IV's	468,000	379,000	461,000	21.6	462,000	0.2	467,000	1.1	472,000	1.1
Physician Fees	60,000	56,000	42,000	(25.0)	60,000	42.9	61,000	1.7	62,000	1.6
Professional Fees	41,000	39,000	83,000	112.8	35,000	(57.8)	36,000	2.9	37,000	2.8
Insurance	480,000	268,000	254,000	(5.2)	273,000	7.5	276,000	1.1	279,000	1.1
Utilities	236,000	246,000	343,000	39.4	291,000	(15.2)	297,000	2.1	303,000	2.0
Outside Services	1,380,000	1,528,000	2,201,000	44.0	1,415,000	(35.7)	1,429,000	1.0	1,443,000	1.0
Depreciation	634,000	655,000	661,000	0.9	660,000	(0.2)	673,000	2.0	686,000	1.9
Provider Tax Expense	894,000	929,000	878,000	(5.5)	-	(100.0)	-	-	-	-
Other Expense	126,000	633,000	145,000	(77.1)	116,000	(20.0)	118,000	1.7	120,000	1.7
Interest Expense	6,000	49,000	74,000	51.0	121,000	63.5	122,000	0.8	123,000	0.8
Total Expense	13,904,000	15,184,000	16,436,000	8.2	14,062,000	(14.4)	14,325,000	1.9	14,595,000	1.9
EXCESS REVENUE OVER EXPENSE										
FROM OPERATIONS										
FROM OPERATIONS	914,000	1,037,000	(1,487,000)	(243.4)	1,300,000	(187.4)	1,193,000	(8.2)	1,101,000	(7.7)
Operating Margin	6.2%	6.4%	-10.0%		8.5%		7.7%		7.0%	
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	\$ 914,000	\$ 1,037,000	\$ (1,487,000)	(262.7)	\$ 1,300,000	(187.4)	\$ 1,193,000	(8.2)	\$ 1,101,000	(7.7)
Total Margin	6.2%	6.4%	-10.0%		8.5%		7.7%		7.0%	

SOUTHEAST GEORGIA HEALTH SYSTEM - SCC 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>	%
Nursing Home Admissions	531	441	396	(10.2)	500	26.3	508	1.5	510	0.5
Hold Days	439	789	707	(10.4)	714	1.0	750	5.0	752	0.3
Nursing Home Days	61,989	61,973	58,793	(5.1)	66,700	13.4	67,701	1.5	68,039	0.5
Total Patient Days	62,428	62,762	59,500	(5.2)	67,414	13.3	68,450	1.5	68,791	0.5
Average Daily Census	169	170	161	(5.1)	183	13.4	185	1.2	186	0.8
Occupancy Rate	85.3%	86.0%	81.5%	(5.2)	92.3%	13.3	93.5%	1.3	94.2%	0.8
Patient Days	62,428	62,762	59,500	(5.2)	67,414	13.3	68,450	1.5	68,791	0.5
Gross Revenue per Adj Pt Day	\$ 251	\$ 245	\$ 242	(1.0)	\$ 242	(0.0)	\$ 241	(0.5)	\$ 243	0.6
Net Revenue per Adj Pt Day(Includes Bad Debt)	\$ 239	\$ 262	\$ 254	(2.9)	\$ 230	(9.4)	\$ 229	(0.5)	\$ 231	0.6
Expense per Adj Pt Day(Excludes Bad Debt)	\$ 224	\$ 245	\$ 280	14.1	\$ 211	(24.6)	\$ 212	0.4	\$ 215	1.4
Total FTE's	178	188	186	(0.7)	185	(0.9)	185	0.2	186	0.2
FTE per Adj Occ Bed	1.05	1.11	1.16	4.6	1.01	(12.7)	1.00	(1.0)	1.00	(0.5)
Days Cash on Hand	(2.2)	(1.0)	3.3	(419.0)	3.9	20.2	4.0	0.5	4.0	(0.1)
Net Days in A/R (Rev. Net of Bad Debt)	24.4	21.6	48.3	123.9	37.6	(22.0)	36.2	(3.7)	34.5	(4.8)

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

	2016	2017	PROJECTED 2018	%	Budget 2019	%	Forecast 2020	%	Forecast 2021	%	
GROSS PATIENT REVENUE											748,597
Room Accommodation	\$ 4,301,000	\$ 4,475,000	\$ 4,268,000	(4.6)	\$ 4,753,000	11.4	\$ 4,777,000	0.5	\$ 4,801,000	0.5	
IP Ancillary Revenue	1,237,000	1,521,000	1,464,000	(3.7)	1,630,000	11.3	1,663,000	2.0	1,696,000	2.0	4,152,143
Total Inpatient Revenue	5,538,000	5,996,000	5,732,000	(4.4)	6,383,000	11.4	6,440,000	0.9	6,497,000	0.9	-
Total Outpatient Revenue	-	-	-		-		-		-		4,152,143
Total Patient Revenue	5,538,000	5,996,000	5,732,000	(4.4)	6,383,000	11.4	6,440,000	0.9	6,497,000	0.9	-
REVENUE DEDUCTIONS											323,057
Medicare & Medicaid	425,000	31,000	(364,000)	(1274.2)	(306,000)	(15.9)	(307,000)	0.3	(308,000)	0.3	(574)
Charity Care	-	-	1,000		13,000	100.0	13,000	0.0	13,000	0.0	
Other Revenue Deductions	271,000	269,000	337,000	25.3	206,000	(38.9)	207,000	0.5	208,000	0.5	74,182
Bad Debt Expense	224,000	11,000	122,000	1009.1	138,000	13.1	139,000	0.7	140,000	0.7	199,937
Total Revenue Deductions	920,000	311,000	96,000	(69.1)	51,000	(46.9)	52,000	2.0	53,000	1.9	596,602
NET OPERATING REVENUE	4,618,000	5,685,000	5,636,000	(0.9)	6,332,000	12.3	6,388,000	0.9	6,444,000	0.9	3,555,541
Other Operating Revenue	2,000	2,000	1,000	(50.0)	1,000	0.0	1,000	0.0	1,000	0.0	2,411
TOTAL OPERATING REVENUE	4,620,000	5,687,000	5,637,000	(0.9)	6,333,000	12.3	6,389,000	0.9	6,445,000	0.9	3,557,952
EXPENSES											
Wages	2,731,000	2,715,000	2,773,000	2.1	2,976,000	7.3	3,050,000	2.5	3,126,000	2.5	2,092,870
Benefits	581,000	574,000	698,000	21.6	799,000	14.5	815,000	2.0	831,000	2.0	576,004
Contract Personnel	468,000	1,052,000	1,021,000	(2.9)	770,000	(24.6)	774,000	0.5	778,000	0.5	348,988
Supplies	442,000	527,000	520,000	(1.3)	539,000	3.7	544,000	0.9	549,000	0.9	344,488
Drugs and IV's	126,000	161,000	152,000	(5.6)	145,000	(4.6)	146,000	0.7	147,000	0.7	104,676
Physician Fees	56,000	57,000	53,000	(7.0)	57,000	7.5	58,000	1.8	59,000	1.7	38,750
Professional Fees	-	-	-		-		-		-		-
Insurance	109,000	191,000	145,000	(24.1)	161,000	11.0	163,000	1.2	165,000	1.2	86,236
Utilities	99,000	94,000	100,000	6.4	96,000	(4.0)	98,000	2.1	100,000	2.0	78,081
Outside Services	281,000	378,000	553,000	46.3	352,000	(36.3)	356,000	1.1	360,000	1.1	222,977
Depreciation	147,000	152,000	162,000	6.6	160,000	(1.2)	162,000	1.3	164,000	1.2	138,775
Provider Tax Expense	354,000	365,000	359,000	(1.6)	361,000	0.6	363,000	0.6	365,000	0.6	280,169
Other Expense	95,000	87,000	83,000	(4.6)	90,000		91,000		92,000		67,366
Interest Expense	-	-	-		-	8.4	-	1.1	-	1.1	-
Total Expense	5,489,000	6,353,000	6,619,000	4.2	6,506,000	(1.7)	6,620,000	1.8	6,736,000	1.8	4,379,380
EXCESS REVENUE OVER EXPENSE											
FROM OPERATIONS	(869,000)	(666,000)	(982,000)	47.4	(173,000)	(82.4)	(231,000)	33.5	(291,000)	26.0	(821,428)
Operating Margin	-18.8%	-11.7%	-17.4%		-2.7%		-3.6%		-4.5%		-23.1%
NON-OPERATING REVENUE (Expenses)											
Investment Income	-	-	-		-		-		-		-
Realized Gain (Loss) From Investments	-	-	-		-		-		-		8
Unrealized Gain (Loss) From Investments	-	-	-		-		-		-		(821,420)
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	\$ (869,000)	\$ (666,000)	\$ (982,000)	13.0	\$ (173,000)	(82.4)	\$ (231,000)	33.5	\$ (291,000)	26.0	\$ (821,428)
Total Margin	-18.8%	-11.7%	-17.4%		-2.7%		-3.6%		-4.5%		

SOUTHEAST GEORGIA HEALTH SYSTEM - SCC ST. MARYS 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>	%
Nursing Home Admissions	116	138	133	(3.5)	134	0.6	134	0.3	135	0.3
Hold Days	191	237	412	73.7	416	1.0	417	0.3	418	0.3
Nursing Home Days	23,359	24,084	22,546	(6.4)	25,100	11.3	25,105	0.0	25,110	0.0
Total Patient Days	23,550	24,321	22,957	(5.6)	25,516	11.1	25,522	0.0	25,528	0.0
Average Daily Census	64	66	62	(6.4)	69	11.3	69	(0.3)	69	0.3
Occupancy Rate	82.5%	85.4%	80.6%	(5.6)	89.6%	11.1	89.4%	(0.2)	89.7%	0.3
Patient Days	23,550	24,321	22,957	(5.6)	25,516	11.1	25,522	0.0	25,528	0.0
Gross Revenue per Adj Pt Day	\$ 237	\$ 249	\$ 254	2.1	\$ 254	0.0	\$ 257	0.9	\$ 259	0.9
Net Revenue per Adj Pt Day(Includes Bad Debt)	\$ 198	\$ 236	\$ 250	5.9	\$ 252	0.9	\$ 254	0.9	\$ 257	0.9
Expense per Adj Pt Day(Excludes Bad Debt)	\$ 235	\$ 264	\$ 294	11.3	\$ 259	(11.7)	\$ 264	1.7	\$ 268	1.7
Total FTE's	79	82	83	1.4	83	0.3	83	0.2	83	0.0
FTE per Adj Occ Bed	1.23	1.23	1.32	7.4	1.19	(9.8)	1.19	0.5	1.19	(0.3)
Days Cash on Hand	(3.7)	(0.4)	(0.4)	(4.0)	3.6	(1,015.7)	3.6	(1.5)	6.3	75.8
Net Days in A/R (Rev. Net of Bad Debt)	27.6	21.3	31.9	50.2	30.3	(5.2)	31.0	2.4	30.5	(1.5)