

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

	2017	2018	PROJECTED 2019	%	Budget 2020	%	Forecast 2021	%	Forecast 2022	%
GROSS PATIENT REVENUE										
Room Accommodation	\$ 11,356,000	\$ 10,864,000	\$ 12,839,000	18.2	\$ 13,359,000	4.1	\$ 13,493,000	1.0	\$ 13,628,000	1.0
IP Ancillary Revenue	3,804,000	3,745,000	4,123,000	10.1	4,218,000	2.3	4,260,000	1.0	4,324,000	1.5
Total Inpatient Revenue	15,160,000	14,609,000	16,962,000	16.1	17,577,000	3.6	17,753,000	1.0	17,952,000	1.1
Total Outpatient Revenue	-	-	-	-	-	-	-	-	-	-
Total Patient Revenue	15,160,000	14,609,000	16,962,000	16.1	17,577,000	3.6	17,753,000	1.0	17,952,000	1.1
REVENUE DEDUCTIONS										
Medicare & Medicaid	(1,770,000)	(1,821,000)	(183,000)	(90.0)	(523,000)	185.8	(518,000)	(1.0)	(503,000)	(2.9)
Charity Care	-	4,000	22,000	450.0	103,000	100.0	99,000	(3.9)	99,000	0.0
Other Revenue Deductions	544,000	581,000	658,000	13.3	775,000	17.8	775,000	0.0	775,000	0.0
Bad Debt Expense	172,000	560,000	919,000	64.1	929,000	1.1	929,000	0.0	929,000	0.0
Total Revenue Deductions	(1,054,000)	(676,000)	1,416,000	(309.5)	1,284,000	(9.3)	1,285,000	0.1	1,300,000	1.2
NET OPERATING REVENUE	16,214,000	15,285,000	15,546,000	1.7	16,293,000	4.8	16,468,000	1.1	16,652,000	1.1
Other Operating Revenue	6,000	5,000	8,000	60.0	7,000	(12.5)	7,000	0.0	7,000	0.0
TOTAL OPERATING REVENUE	16,220,000	15,290,000	15,554,000	1.7	16,300,000	4.8	16,475,000	1.1	16,659,000	1.1
EXPENSES										
Wages	6,461,000	6,742,000	7,241,000	7.4	7,641,000	5.5	7,832,000	2.5	8,028,000	2.5
Benefits	1,728,000	2,049,000	2,540,000	24.0	1,969,000	(22.5)	2,008,000	2.0	2,048,000	2.0
Contract Personnel	1,643,000	1,775,000	1,031,000	(41.9)	888,000	(13.9)	892,000	0.5	896,000	0.4
Supplies	569,000	733,000	772,000	5.3	730,000	(5.4)	733,000	0.4	736,000	0.4
Drugs and IV's	379,000	473,000	572,000	20.9	500,000	(12.6)	505,000	1.0	510,000	1.0
Physician Fees	56,000	44,000	37,000	(15.9)	60,000	62.2	61,000	1.7	62,000	1.6
Professional Fees	39,000	74,000	53,000	(28.4)	40,000	(24.5)	41,000	2.5	42,000	2.4
Insurance	268,000	298,000	267,000	(10.4)	272,000	1.9	275,000	1.1	278,000	1.1
Utilities	246,000	317,000	240,000	(24.3)	232,000	(3.3)	237,000	2.2	242,000	2.1
Outside Services	1,528,000	2,081,000	1,303,000	(37.4)	1,913,000	46.8	1,932,000	1.0	1,951,000	1.0
Depreciation	655,000	664,000	647,000	(2.6)	690,000	6.6	704,000	2.0	718,000	2.0
Provider Tax Expense	929,000	811,000	-	(100.0)	-	0.0	-	0.0	-	0.0
Other Expense	633,000	150,000	210,000	40.0	170,000	(19.0)	173,000	1.8	176,000	1.7
Interest Expense	49,000	82,000	116,000	41.5	115,000	(0.9)	116,000	0.9	117,000	0.9
Total Expense	15,183,000	16,293,000	15,029,000	(7.8)	15,220,000	1.3	15,509,000	1.9	15,804,000	1.9
EXCESS REVENUE OVER EXPENSE										
FROM OPERATIONS										
FROM OPERATIONS	1,037,000	(1,003,000)	525,000	(152.3)	1,080,000	105.7	966,000	(10.6)	855,000	(11.5)
Operating Margin	6.4%	-6.6%	3.4%		6.6%		5.9%			
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	\$ 1,037,000	\$ (1,003,000)	\$ 525,000	(49.4)	\$ 1,080,000	105.7	\$ 966,000	(10.6)	\$ 855,000	(11.5)
Total Margin	6.4%	-6.6%	3.4%		6.6%		5.9%		5.1%	

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

	<u>2017</u>	<u>2018</u>	<u>PROJECTED 2019</u>	%	<u>BUDGET 2020</u>	%	<u>FORCAST 2021</u>	%	<u>FORCAST 2022</u>	%
Nursing Home Admissions	441	411	373	(9.2)	503	34.9	528	5.0	530	0.3
Hold Days	789	693	643	(7.2)	646	0.5	649	0.5	653	0.5
Nursing Home Days	61,973	59,598	68,673	15.2	71,820	4.6	72,179	0.5	72,540	0.5
Total Patient Days	62,762	60,291	69,316	15.0	72,466	4.5	72,829	0.5	73,193	0.5
Average Daily Census	170	163	188	15.2	197	4.6	198	0.5	199	0.5
Occupancy Rate	86.0%	82.6%	95.0%	15.0	99.3%	4.5	99.8%	0.5	100.3%	0.5
Patient Days	62,762	60,291	69,316	15.0	72,466	4.5	72,829	0.5	73,193	0.5
Gross Revenue per Adj Pt Day	\$ 245	\$ 245	\$ 247	0.8	\$ 245	(0.9)	\$ 246	0.5	\$ 247	0.6
Net Revenue per Adj Pt Day(Includes Bad Debt)	\$ 262	\$ 256	\$ 226	(11.7)	\$ 227	0.2	\$ 228	0.6	\$ 230	0.6
Expense per Adj Pt Day(Excludes Bad Debt)	\$ 245	\$ 273	\$ 219	(19.9)	\$ 212	(3.2)	\$ 215	1.4	\$ 218	1.4
Total FTE's	188	188	190	1.5	200	4.9	200	0.2	201	0.3
FTE per Adj Occ Bed	1.11	1.15	1.01	(11.9)	1.02	0.6	1.01	(0.5)	1.01	(0.2)
Net Days in A/R (Rev. Net of Bad Debt)	21.6	30.4	40.6	33.6	40.1	(1.2)	39.6	(1.2)	39.1	(1.3)

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

	2017	2018	PROJECTED 2019	%	Budget 2020	%	Forecast 2021	%	Forecast 2022	%
GROSS PATIENT REVENUE										
Room Accommodation	\$ 4,475,000	\$ 4,347,000	\$ 4,557,000	4.8	\$ 4,644,000	1.9	\$ 4,667,000	0.5	\$ 4,690,000	0.5
IP Ancillary Revenue	1,521,000	1,505,000	1,965,000	30.6	1,990,000	1.3	2,030,000	2.0	2,071,000	2.0
Total Inpatient Revenue	5,996,000	5,852,000	6,522,000	11.4	6,634,000	1.7	6,697,000	0.9	6,761,000	1.0
Total Outpatient Revenue	-	-	-		-		-		-	
Total Patient Revenue	5,996,000	5,852,000	6,522,000	11.4	6,634,000	1.7	6,697,000	0.9	6,761,000	1.0
REVENUE DEDUCTIONS										
Medicare & Medicaid	31,000	(367,000)	(38,000)	(89.6)	30,000	(178.9)	30,000	0.0	31,000	3.3
Charity Care	-	7,000	-		14,000	100.0	14,000	0.0	14,000	0.0
Other Revenue Deductions	269,000	346,000	376,000	8.7	160,000	(57.4)	161,000	0.6	162,000	0.6
Bad Debt Expense	11,000	140,000	271,000	93.6	276,000	1.8	277,000	0.4	278,000	0.4
Total Revenue Deductions	311,000	126,000	609,000	383.3	480,000	(21.2)	482,000	0.4	485,000	0.6
NET OPERATING REVENUE	5,685,000	5,726,000	5,913,000	3.3	6,154,000	4.1	6,215,000	1.0	6,276,000	1.0
Other Operating Revenue	2,000	1,000	2,000	100.0	2,000	0.0	2,000	0.0	2,000	0.0
TOTAL OPERATING REVENUE	5,687,000	5,727,000	5,915,000	3.3	6,156,000	4.1	6,217,000	1.0	6,278,000	1.0
EXPENSES										
Wages	2,716,000	2,794,000	2,894,000	3.6	3,069,000	6.0	3,146,000	2.5	3,225,000	2.5
Benefits	574,000	684,000	572,000	(16.4)	823,000	43.9	839,000	1.9	856,000	2.0
Contract Personnel	1,052,000	1,050,000	1,153,000	9.8	1,027,000	(10.9)	1,032,000	0.5	1,037,000	0.5
Supplies	527,000	535,000	526,000	(1.7)	543,000	3.2	548,000	0.9	553,000	0.9
Drugs and IV's	161,000	155,000	235,000	51.6	242,000	3.0	244,000	0.8	246,000	0.8
Physician Fees	57,000	54,000	57,000	5.6	57,000	0.0	58,000	1.8	59,000	1.7
Professional Fees	-	-	-		2,000	0.0	2,000	0.0	2,000	0.0
Insurance	191,000	140,000	151,000	7.9	157,000	4.0	159,000	1.3	161,000	1.3
Utilities	94,000	97,000	104,000	7.2	106,000	1.9	108,000	1.9	110,000	1.9
Outside Services	378,000	513,000	220,000	(57.1)	375,000	70.5	379,000	1.1	383,000	1.1
Depreciation	152,000	162,000	153,000	(5.6)	163,000	6.5	165,000	1.2	167,000	1.2
Provider Tax Expense	365,000	361,000	373,000	3.3	370,000	0.0	372,000	0.5	374,000	0.5
Other Expense	87,000	86,000	109,000	26.7	111,000	1.8	112,000	0.9	113,000	0.9
Interest Expense	-	-	-		-	0.0	-	0.0	-	0.0
Total Expense	6,354,000	6,631,000	6,547,000	(1.3)	7,045,000	7.6	7,164,000	1.7	7,286,000	1.7
EXCESS REVENUE OVER EXPENSE										
FROM OPERATIONS	(667,000)	(904,000)	(632,000)	(30.1)	(889,000)	40.7	(947,000)	6.5	(1,008,000)	6.4
Operating Margin	-11.7%	-15.8%			-14.4%		-15.2%		-16.1%	
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)	-	-	4,000		-		-		-	
Other Revenue (Minority Interest)	-	-	-		-		-		-	
TOTAL NON-OPERATING REVENUE (Expenses)	-	-	4,000		-		-		-	
EXCESS REVENUE OVER EXPENSE	\$ (667,000)	\$ (904,000)	\$ (628,000)	(5.8)	\$ (889,000)	41.6	\$ (947,000)	6.5	\$ (1,008,000)	6.4
Total Margin	-11.7%	-15.8%	-10.6%		-14.4%		-15.2%		-16.1%	

SOUTHEAST GEORGIA HEALTH SYSTEM - SCC ST. MARYS CAMPUS
STATISTICAL BUDGET
OPERATING STATISTICS COMPARISONS

	<u>2017</u>	<u>2018</u>	<u>PROJECTED 2019</u>	%	<u>BUDGET 2020</u>	%	<u>FORCAST 2021</u>	%	<u>FORCAST 2022</u>	%
Nursing Home Admissions	138	141	153	8.5	131	(14.4)	131	0.3	132	0.3
Hold Days	237	394	290	(26.4)	299	3.0	300	0.3	300	0.3
Nursing Home Days	24,084	23,065	24,115	4.6	24,530	1.7	24,535	0.0	24,540	0.0
Total Patient Days	24,321	23,459	24,405	4.0	24,829	1.7	24,835	0.0	24,840	0.0
Average Daily Census	66	63	66	4.6	67	1.4	67	0.3	67	0.0
Occupancy Rate	85.4%	82.4%	85.7%	4.0	87.0%	1.5	87.2%	0.3	87.3%	0.0
Patient Days	24,321	23,459	24,405	4.0	24,829	1.7	24,835	0.0	24,840	0.0
Gross Revenue per Adj Pt Day	\$ 249	\$ 254	\$ 270	6.6	\$ 270	(0.0)	\$ 273	0.9	\$ 276	0.9
Net Revenue per Adj Pt Day(Includes Bad Debt)	\$ 236	\$ 248	\$ 245	(1.2)	\$ 251	2.3	\$ 253	1.0	\$ 256	1.0
Expense per Adj Pt Day(Excludes Bad Debt)	\$ 264	\$ 287	\$ 271	(5.6)	\$ 287	5.8	\$ 292	1.7	\$ 297	1.7
Total FTE's	82	83	82	(1.5)	87	7.0	87	0.2	87	0.0
FTE per Adj Occ Bed	1.23	1.29	1.22	(5.3)	1.29	5.4	1.29	(0.0)	1.29	(0.0)
Net Days in A/R (Rev. Net of Bad Debt)	21.3	33.7	34.8	3.2	34.3	(1.4)	33.8	(1.4)	33.3	(1.5)