

# Budget Income Detail

## Singing River Health System

Description	Current Yr Annualized	Proposed Budget	Annualized Variance	Annualized Var %
<b>Patient Revenue</b>				
<b>Inpatient Gross Revenue</b>				
Medicare IP Revenue	481,524,194	522,076,730	40,552,535	8.4%
Medicaid IP Revenue	103,927,806	105,271,221	1,343,415	1.3%
Managed Care IP Revenue	40,903,841	42,001,404	1,097,563	2.7%
Other IP Revenue	30,625,531	31,441,132	815,601	2.7%
Self Pay IP Revenue	54,501,774	55,386,887	885,113	1.6%
Blue Cross IP Revenue	109,662,023	112,757,698	3,095,675	2.8%
Employee Healthplan IP Revenue	7,127,995	7,283,496	155,502	2.2%
United IP Revenue	19,311,124	19,898,952	587,828	3.0%
<b>Total - Inpatient Gross Revenue</b>	<b>847,584,288</b>	<b>896,117,519</b>	<b>48,533,232</b>	<b>5.7%</b>
<b>Outpatient Gross Revenue</b>				
Medicare OP Revenue	374,674,564	382,983,369	8,308,804	2.2%
Medicaid OP Revenue	74,858,763	76,526,793	1,668,030	2.2%
Managed Care OP Revenue	49,453,355	50,726,658	1,273,302	2.6%
Other OP Revenue	36,169,451	37,216,178	1,046,727	2.9%
Self Pay OP Revenue	14,205,899	14,580,131	374,232	2.6%
Blue Cross OP Revenue	149,215,766	152,799,802	3,584,036	2.4%
Employee Healthplan OP Revenue	17,721,896	18,194,332	472,436	2.7%
United OP Revenue	24,042,147	24,636,065	593,917	2.5%
Medicare ER Revenue	47,949,137	48,139,767	190,631	0.4%
Medicaid ER Revenue	40,478,844	40,604,504	125,660	0.3%
Managed Care ER Revenue	10,172,328	10,220,258	47,930	0.5%
Other ER Revenue	10,046,048	10,099,797	53,749	0.5%
Self Pay ER Revenue	42,762,620	42,889,870	127,249	0.3%
Blue Cross ER Revenue	32,041,890	32,170,850	128,959	0.4%
Employee Healthplan ER Revenue	2,214,908	2,223,215	8,307	0.4%
United ER Revenue	5,821,542	5,842,221	20,679	0.4%
Contract Revenue	1,819,833	1,832,564	12,731	0.7%
<b>Total - Outpatient Gross Revenue</b>	<b>933,648,992</b>	<b>951,686,373</b>	<b>18,037,381</b>	<b>1.9%</b>
<b>Professional Gross Revenue</b>				
Medicare IP Pro Fees	10,186,978	11,736,511	1,549,533	15.2%
Medicaid IP Pro Fees	1,940,556	2,078,741	138,185	7.1%
Managed Care IP Pro Fees	823,115	864,330	41,215	5.0%
Other IP Pro Fees	653,651	674,122	20,471	3.1%
Self Pay IP Pro Fees	1,420,252	1,498,713	78,460	5.5%
Blue Cross IP Pro Fees	1,625,719	1,716,118	90,399	5.6%
Employee Healthplan IP Pro Fees	117,637	123,213	5,575	4.7%
United IP Pro Fees	275,582	282,113	6,531	2.4%
Medicare OP Pro Fees	11,093,894	12,723,420	1,629,526	14.7%
Medicaid OP Pro Fees	3,060,295	3,113,122	52,827	1.7%
Managed Care OP Pro Fees	2,516,971	2,675,776	158,805	6.3%
Other OP Pro Fees	905,185	940,766	35,581	3.9%
Self Pay OP Pro Fees	1,409,870	1,442,134	32,264	2.3%
Blue Cross OP Pro Fees	6,949,053	7,177,687	228,634	3.3%
Employee Healthplan OP Pro Fees	1,072,456	1,081,160	8,704	0.8%
United OP Pro Fees	1,157,973	1,176,370	18,398	1.6%
<b>Total - Professional Gross Revenue</b>	<b>45,209,188</b>	<b>49,304,296</b>	<b>4,095,108</b>	<b>9.1%</b>
<b>Total Patient Revenue</b>	<b>1,826,442,467</b>	<b>1,897,108,188</b>	<b>70,665,720</b>	<b>3.9%</b>
<b>Deductions From Revenue</b>				
<b>Total - Deductions From Revenue</b>	<b>1,492,682,593</b>	<b>1,548,708,226</b>	<b>(56,025,633)</b>	<b>-3.8%</b>
<b>Net Patient Revenue</b>	<b>333,759,874</b>	<b>348,399,962</b>	<b>14,640,088</b>	<b>4.4%</b>
<b>Other Operating Revenue</b>				
Retail Pharmacy Contracts	1,934,826	1,943,192	8,366	0.4%
Vendor Prompt Pay Discounts	100,004	100,436	432	0.4%
Clinical Trial Revenue	4,114	-	(4,114)	-100.0%
Gift Shop Sales	892,072	985,522	93,450	10.5%

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Employee Pharmacy	1,594,557	1,601,452	6,895	0.4%
VHA Income	297,774	299,061	1,288	0.4%
Photography Commissions	1,472	1,479	6	0.4%
Vending Machine Commissions	35,427	35,580	153	0.4%
Transportation Grant Revenue	-	252,784	252,784	100.0%
Medical Records Fees	209,398	210,303	905	0.4%
Returned Check Fees	54,561	54,797	236	0.4%
Epic Subscription Income	95,135	95,546	411	0.4%
Credit Card Rebate	17,819	17,896	77	0.4%
Miscellaneous	152,808	164,529	11,721	7.7%
Clinic Contract Revenue	173,314	174,064	749	0.4%
Clinic Rental Income	958,746	962,891	4,146	0.4%
Ambulatory Surgery Center Revenue	239,414	240,449	1,035	0.4%
<b>Total - Other Operating Revenue</b>	<b>6,761,440</b>	<b>7,139,982</b>	<b>378,542</b>	<b>5.6%</b>
<b>Total Operating Revenue</b>	<b>340,521,314</b>	<b>355,539,944</b>	<b>15,018,629</b>	<b>4.4%</b>

## Operating Expenses

### Salaries & Wages

Salaries - Regular	103,310,259	112,494,011	(9,183,752)	-8.9%
Salaries - Overtime	3,850,651	3,135,055	715,596	18.6%
Salaries - PTO/EIA	11,371,676	11,341,508	30,168	0.3%
Salaries - Education/Orientation	2,654,167	2,910,853	(256,686)	-9.7%
Salaries - Call	2,593,700	2,242,670	351,030	13.5%
Salaries - Incentive	6,238,927	4,943,756	1,295,171	20.8%
Salaries - Other	618,141	437,759	180,382	29.2%
Accrued Salaries	1,464,499	-	1,464,499	100.0%
Salary Offsets	(1,831,884)	(159,391)	(1,672,493)	91.3%
<b>Total - Salaries &amp; Wages</b>	<b>130,270,136</b>	<b>137,346,221</b>	<b>(7,076,085)</b>	<b>-5.4%</b>

### Benefits

FICA Taxes	8,629,363	9,332,272	(702,909)	-8.1%
Health Benefit Expense	14,547,388	14,156,685	390,703	2.7%
Fitness Incentive	39,686	51,341	(11,655)	-29.4%
Tuition Assistance	90,544	100,000	(9,456)	-10.4%
Miscellaneous	327,582	342,854	(15,271)	-4.7%
Workers Comp Expense	804,076	807,553	(3,477)	-0.4%
Defined Contribution Employer Match Expense	1,167,431	1,289,897	(122,466)	-10.5%
Pension Adjustment	23,559,083	22,169,395	1,389,688	5.9%
Employee Benefit Offset	(18,388)	(13,831)	(4,557)	24.8%
<b>Total - Benefits</b>	<b>49,146,764</b>	<b>48,236,165</b>	<b>910,600</b>	<b>1.9%</b>
<b>Total Benefits excluding Pension Adjustment</b>	<b>25,587,681</b>	<b>26,066,770</b>	<b>(479,088)</b>	<b>-1.9%</b>

**Note:** On July 27, 2017, as a result of the Fifth Circuit Opinion, the pension lawsuit will not settle prior to September 30, 2017. The proposed pension expense for both years, with no settlement, is estimated to be \$22.2M. This is a non-cash line item and will be further adjusted in the audited year end statements, in accordance with GASB 68. These estimates are the most current information, and will change as a result of the actuarial calculations as of September 30, 2017, to be included in the final year-end audit report. The FY 2017 Actual numbers include an additional \$1.35M pension census data audit adjustment, as provided by the actuary.

### Contract Labor

Contract Labor	21,441,537	23,114,516	(1,672,979)	-7.8%
<b>Total - Contract Labor</b>	<b>21,441,537</b>	<b>23,114,516</b>	<b>(1,672,979)</b>	<b>-7.8%</b>

### Professional Fees

Physician Fees	4,649,214	4,306,211	343,003	7.4%
<b>Total - Professional Fees</b>	<b>4,649,214</b>	<b>4,306,211</b>	<b>343,003</b>	<b>7.4%</b>

### Drugs

Drugs	25,627,896	26,376,086	(748,191)	-2.9%
Pharmacy Cost Allocation	-	-	-	0.0%
<b>Total - Drugs</b>	<b>25,627,896</b>	<b>26,376,086</b>	<b>(748,191)</b>	<b>-2.9%</b>

# Budget Income Detail

## Singing River Health System

Description	Current Yr Annualized	Proposed Budget	Annualized Variance	Annualized Var %
<b>Other Supplies</b>				
Nonchargeable Medical Supplies	6,919,855	7,410,551	(490,696)	-7.1%
Chargeable Medical Supplies	14,637,811	15,433,875	(796,064)	-5.4%
Office Supplies	334,723	336,050	(1,326)	-0.4%
Film Supplies	1,421	1,427	(6)	-0.4%
Minor Computer Equipment	383,322	435,005	(51,683)	-13.5%
Minor Noncomputer Equipment	713,513	793,527	(80,014)	-11.2%
Other Operating Supplies	990,265	1,000,982	(10,717)	-1.1%
Orthopedic Hardware	1,448,065	1,585,128	(137,063)	-9.5%
Spinal Hardware	1,989,287	2,177,418	(188,131)	-9.5%
Pain Stimulators	646,091	707,348	(61,258)	-9.5%
Joint Components	4,391,281	4,807,057	(415,775)	-9.5%
Stents - Vascular	659,499	695,803	(36,304)	-5.5%
Stents - Urology	43,851	48,006	(4,155)	-9.5%
Stents - GI	107,136	117,264	(10,128)	-9.5%
Stents - Coronary	1,581,669	1,599,856	(18,188)	-1.1%
CRM (Cardiac Rhythm Management)	3,461,290	3,494,115	(32,825)	-0.9%
Catheters/Ports	122,763	131,920	(9,157)	-7.5%
Heart Valves	557,060	609,748	(52,688)	-9.5%
Neuro Valves/Shunts	4,438	4,859	(421)	-9.5%
Tissue - Synthetic	263,851	288,810	(24,960)	-9.5%
Tissue - Human	922,144	1,009,418	(87,274)	-9.5%
Mesh	167,542	179,903	(12,361)	-7.4%
Graft - Vascular	119,516	130,836	(11,320)	-9.5%
Hemostatic Agent	269,886	295,455	(25,570)	-9.5%
Misc Urology/Gyn Implants	180,690	197,794	(17,104)	-9.5%
Eent	2,784	2,768	16	0.6%
Bariatric Implants	114,300	125,111	(10,811)	-9.5%
Implants - Plastic	-	-	-	0.0%
Implants - All Other	211,763	231,789	(20,026)	-9.5%
Balloons Coronary	165,922	167,841	(1,919)	-1.2%
Balloons Peripheral Vascular	414,857	420,358	(5,501)	-1.3%
Peripheral Atherectomy	324,634	328,051	(3,417)	-1.1%
Peripheral Chargeable Medical Supplies	225,540	227,794	(2,254)	-1.0%
CTO Supplies	13,246	13,420	(174)	-1.3%
Carotid	-	-	-	0.0%
Catheters/Sheaths	85,561	86,643	(1,083)	-1.3%
Closure	42,827	44,756	(1,928)	-4.5%
Coronary Atherectomy	93,811	94,860	(1,049)	-1.1%
Coronary Supplies	-	-	-	0.0%
Guidewires	116,578	118,016	(1,438)	-1.2%
IVUS/FFR	20,571	20,846	(274)	-1.3%
LVAD/IABP	76,352	77,974	(1,622)	-2.1%
Food	212,149	213,770	(1,621)	-0.8%
Gasoline	40,530	40,639	(110)	-0.3%
<b>Total - Other Supplies</b>	<b>43,078,395</b>	<b>45,706,793</b>	<b>(2,628,398)</b>	<b>-6.1%</b>
<b>Depreciation &amp; Amortization</b>				
Land Improvements	250,075	245,575	4,500	1.8%
Building And Improvements	7,073,965	8,493,918	(1,419,953)	-20.1%
Fixed Equipment	175,336	175,332	4	0.0%
Major Movable Equipment	9,792,590	10,788,534	(995,944)	-10.2%
Jackson County Medical Foundation	187,040	187,044	(4)	0.0%
Amortization Of Bond Cost	(47,739)	(86,427)	38,688	-81.0%
Amortization Of Loan Origination Fees	612,194	542,439	69,755	11.4%
Physician Loan Amortization	982,317	640,627	341,690	34.8%
<b>Total - Depreciation &amp; Amortization</b>	<b>19,025,778</b>	<b>20,987,042</b>	<b>(1,961,264)</b>	<b>-10.3%</b>
<b>Interest</b>				
Bonds	3,065,150	2,870,658	194,492	6.3%
Bonds Payable 2009B1	1,198,044	1,021,641	176,403	14.7%
Epic Perpetual License	-	-	-	0.0%

# Budget Income Detail

Singing River Health System

Description	Current Yr Annualized	Proposed Budget	Annualized Variance	Annualized Var %
Capital Leases GE Cardio Interest	15,726	9,241	6,485	41.2%
Note Payable Med One Interest	82,047	57,790	24,257	29.6%
Maintenance EMC Xtreme Platform Interest	6,656	(0)	6,656	100.0%
Capital Lease Key Govt Pentax End Pro	437	0	437	100.0%
<b>Total - Interest</b>	<b>4,368,059</b>	<b>3,959,330</b>	<b>408,729</b>	<b>9.4%</b>
<b>Other Operating Expenses</b>				
Linen	1,190,167	1,275,248	(85,081)	-7.1%
Blood	1,307,450	1,410,093	(102,642)	-7.9%
Continuing Education	403,920	582,569	(178,650)	-44.2%
Dues And Subscriptions	182,495	192,607	(10,112)	-5.5%
Licenses Fees and Taxes	614,505	582,236	32,269	5.3%
Mileage	174,596	160,779	13,817	7.9%
Mileage Reimbursement Non-Employee	1,746	-	1,746	100.0%
Board Meetings	24,171	24,276	(105)	-0.4%
Rental Expense	5,091,419	-	5,091,419	100.0%
Rental Expense Equipment	-	1,919,524	(1,919,524)	-100.0%
Rental Expense Space	-	3,199,718	(3,199,718)	-100.0%
Electricity	2,328,052	2,382,195	(54,143)	-2.3%
Gas	598,912	601,623	(2,711)	-0.5%
Water	184,641	190,557	(5,916)	-3.2%
Sewer	168,051	173,888	(5,837)	-3.5%
Other Utilities	72,850	73,189	(339)	-0.5%
Bulk Oxygen	112,040	112,524	(484)	-0.4%
Other Expenses	687,990	705,965	(17,975)	-2.6%
Employee Recognition	386	1,479	(1,093)	-283.1%
Postage	80,051	85,003	(4,952)	-6.2%
Freight	699,920	703,182	(3,263)	-0.5%
Bank Fees	319,096	320,476	(1,380)	-0.4%
Allocation In	120,608	121,130	(521)	-0.4%
Allocation Out	(132,693)	(133,266)	574	-0.4%
Purchased Services	13,135,366	14,102,577	(967,211)	-7.4%
Cab and Ambulance	135,082	135,609	(527)	-0.4%
Groundskeeping and Landscape	239,812	240,849	(1,037)	-0.4%
Audit Fees	417,254	340,908	76,346	18.3%
Nonphysician Fees	11,640	11,352	287	2.5%
Repairs And Maintenance	9,365,348	9,940,115	(574,767)	-6.1%
Hardware Maintenance Contracts	776,218	821,504	(45,286)	-5.8%
Software Maintenance Contracts	4,915,753	5,181,856	(266,103)	-5.4%
Collection Expense	2,658,258	2,625,553	32,705	1.2%
Marketing Expense	196,557	195,242	1,315	0.7%
Media	344,950	396,442	(51,492)	-14.9%
Production and Direct Mail	3,664	3,680	(16)	-0.4%
Ad Agency and Research	109,668	110,142	(474)	-0.4%
Promotions/Special Events/Sponsorships	24,392	26,497	(2,105)	-8.6%
Internal Marketing Campaigns	-	-	-	0.0%
Sponsorships	-	-	-	0.0%
Print Shop	14,883	14,947	(64)	-0.4%
Malpractice Insurance	1,557,362	1,564,096	(6,734)	-0.4%
Legal General Fees	932,519	935,254	(2,735)	-0.3%
Legal Professional Liability	227,359	228,342	(983)	-0.4%
Legal Special Projects	227,675	228,660	(984)	-0.4%
Lost Items Patients and Visitors	1,896	1,904	(8)	-0.4%
Accidents Patients and Visitors	270	271	(1)	-0.4%
Legal Professional Liability Claims	771,429	774,764	(3,336)	-0.4%
Legal Fees Workmen Compensation	-	-	-	0.0%
Legal Fees Employment Issues	179,534	180,310	(776)	-0.4%
Special Compliance Issues	33,370	33,514	(144)	-0.4%
Collection Actions Physician Recruitment	-	-	-	0.0%
Board Attorney	5,143	5,165	(22)	-0.4%
Litigation Expense	1,042,647	1,047,155	(4,508)	-0.4%
Legal Collection Financial Matters	146,739	147,373	(634)	-0.4%
Legal CON	46,888	47,090	(203)	-0.4%

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Legal Federal & State Advocacy	17,143	17,217	(74)	-0.4%
Physician Recruitment	46,546	23,908	22,638	48.6%
Employee Relations	3,085	21,619	(18,534)	-600.8%
Suspense	-	-	-	0.0%
<b>Total - Other Operating Expenses</b>	<b>51,818,818</b>	<b>54,088,910</b>	<b>(2,270,091)</b>	<b>-4.4%</b>
<b>Total Operating Expenses</b>	<b>349,426,598</b>	<b>364,121,274</b>	<b>(14,694,676)</b>	<b>-4.2%</b>
<b>Total Operating Expenses excluding Pension Adjustment</b>	<b>325,867,515</b>	<b>341,951,879</b>	<b>(16,084,364)</b>	<b>-4.9%</b>
<b>Excess of Revenue Over Expenses from Operations</b>	<b>(8,905,284)</b>	<b>(8,581,330)</b>	<b>323,953</b>	<b>-3.6%</b>
<b>Excess of Revenue Over Expenses from Operations excluding Pension Adjustment</b>	<b>14,653,799</b>	<b>13,588,065</b>	<b>(1,065,735)</b>	<b>-7.3%</b>
<b>Operating Margin</b>	<b>-2.6%</b>	<b>-2.4%</b>		
<b>Operating Margin excluding Pension Adjustment</b>	<b>4.3%</b>	<b>3.8%</b>		
<b>Non-Operating Revenue</b>				
<b>Other Non-Operating Revenue</b>				
Rental Income	37,594	37,756	163	0.4%
Grants Other	6,600	20,000	13,400	203.0%
Insurance State Appropriation	3,242,392	1,643,968	(1,598,424)	-49.3%
Investment Income	467,241	469,261	2,020	0.4%
Interest Income Physician Loans	5,045	5,067	22	0.4%
Miscellaneous Income	569,537	570,966	1,430	0.3%
Community Wellness	1,215	1,221	5	0.4%
Gain or Loss on Disposals	-	-	-	0.0%
Charitable Contributions	(180,000)	(180,000)	(0)	0.0%
Healthplex	(710,609)	(593,877)		
<b>Total - Other Non-Operating Revenue</b>	<b>3,439,015</b>	<b>1,974,362</b>	<b>(1,581,385)</b>	<b>-46.0%</b>
<b>Gain(Loss) on Sale of Assets</b>				
Gain on Disposal of Asset	13,250	13,307	57	0.4%
<b>Total - Gain(Loss) on Sale of Assets</b>	<b>13,250</b>	<b>13,307</b>	<b>57</b>	<b>0.4%</b>
<b>Total Non Operating</b>	<b>3,452,265</b>	<b>1,987,669</b>	<b>(1,464,596)</b>	<b>-42.4%</b>
<b>Excess of Revenue Over Expenses</b>	<b>(5,453,019)</b>	<b>(6,593,661)</b>	<b>(1,140,642)</b>	<b>20.9%</b>
<b>Excess of Revenue Over Expenses excluding Pension Adjustment</b>	<b>18,106,064</b>	<b>15,575,734</b>	<b>(2,530,330)</b>	<b>-14.0%</b>

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