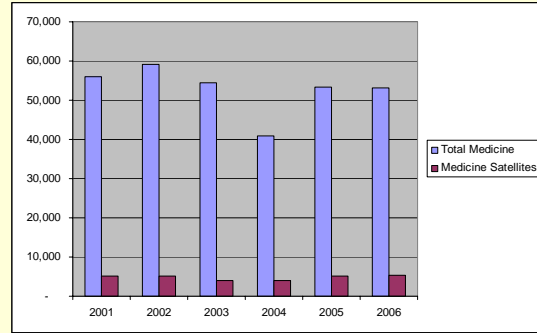


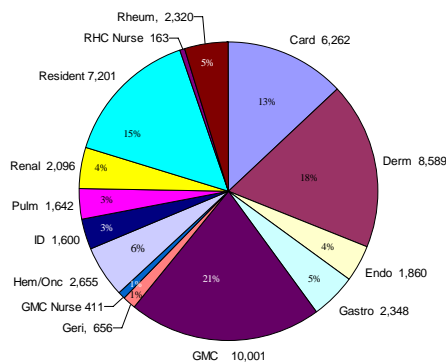
Department of Medicine

- Clinic Visit on site vs. Outreach with details by Outreach Clinic
- Admission detail by Specialty
- Medicine Admissions Lucas/Wood vs. Outside Lucas/Wood
- Strategies to Increase Business

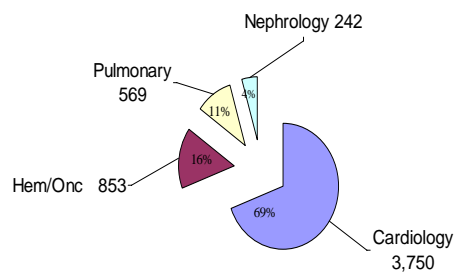
Medicine Clinic Visits 2006

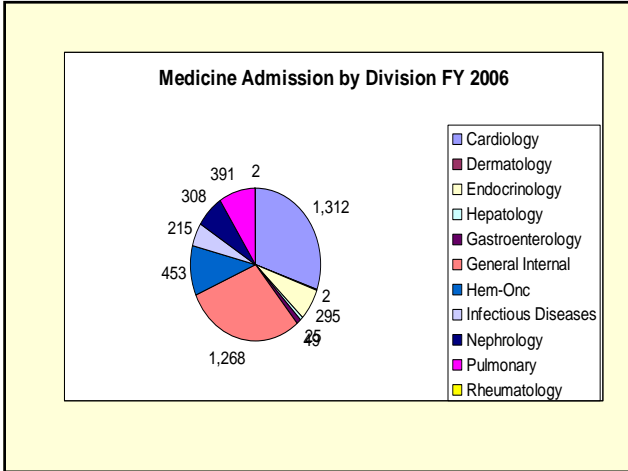


Clinic Visits by Specialty 2006



Satellite Clinics by Specialty FY 2006





FY 06 Admissions by Division

| | |
|---------------------|--------------|
| Cardiology | 1,312 |
| Dermatology | 2 |
| Endocrinology | 295 |
| Hepatology | 25 |
| Gastroenterology | 49 |
| General Internal | 1,268 |
| Hem-Onc | 453 |
| Infectious Diseases | 215 |
| Nephrology | 308 |
| Pulmonary | 391 |
| Rheumatology | 2 |
| Total | 4,320 |

**Medicine Admissions
 (Fiscal 07 – through Feb)**

| | |
|--|--------------|
| Total Admissions | 3,162 |
| Lucas & Wood Counties | 2,194 |
| Outside Lucas and Wood Counties | 968 |

- Strategies to Increase Business**
- Improve transit through clinics
 - “Own” clinic model
 - Community presence (Toledo “outreach”)
 - Physician extenders?
 - Increase primary care base
 - New hires (limited)
 - Appeal to local FM and GIM docs
 - Hospitalist service
 - Friendlier hospital to community attendings
 - Joint ventures