

**NY Eye & Ear
Infirmiry**

Continuum Health Partners, Inc.

2010 Annual Report of The New York Eye and Ear Infirmiry



EXCELLENCE IN SPECIALTY CARE

Sorrell M. Mathes, Chairman

D. McWilliams Kessler, President and CEO



Recognition for Excellence

- Cited one of “America’s Best Hospitals” by U.S. News & World Report for both Ophthalmology & Otolaryngology.
- Highlighted in Castle Connolly “Top Doctors” Guide & annual New York magazine “Best Doctors” issue.
- Ear Institute gained prestigious \$2.5M grant from National Institutes for Health (NIH) to study language development in children with cochlear implants.
- Achieved international prominence for participation in “Look Alike Sound Alike” initiative sponsored by American Association of Eye & Ear Centers of Excellence (AAEECE) to eliminate errors in ophthalmic medications.

Extensive Community Care

- Served record number of patients: 200,000 out-patient visits & 28,000 surgeries; including 20% increase in referrals through NYEE physician referral line & 15% increase in Medicaid & Charity Care applications.
- Expanded Zoc Doc roster of physicians on website, increasing online appointment requests by 82%.
- Upgraded patient care areas, including Admitting, Urgent Care, Eye Clinic & Hearing Aid Dispensary.
- Planned new satellite offices opening early 2011, including Tribeca, West 57 Street & Short Hills, NJ.
- Completed syndication of Ambulatory Care Centers in Scarsdale & Bayside; others in development.
- Voice & Swallowing Institute teamed with MusiCares to co-sponsor free voice screenings for performers.
- Joined Our Way/National Jewish Council for Disabilities to assist children with hearing loss.

Strength through Teamwork

- Achieved \$2.9M operating surplus through recruitment of physicians & nurse specialists (including 7 full time faculty members & 15 voluntary attendings,) increased volume, and collective cost savings initiatives.
- Launched \$13M Surgical Suite Initiative to meet 18% rise in surgical volume over past 3 years; 7.5% rise over 2009. Raised \$10,147,721 and began construction; to be completed by January 2013.
- Collaborated with Continuum Health Partners, Inc. on creating Otolaryngology & Ophthalmology service lines.
- Enhanced NYEE Alumni communications with new newsletter and website enhancements.

Advanced Diagnostics and Treatments

- New York Center for the Advancement of Breast Reconstruction pioneered innovations for women with cancer.
- Ear Institute provided early intervention services for 1,533 children with hearing loss through 12/10.
- Sleep Center grew to one of New York’s largest; 11.5% increase in patients seeking diagnosis of sleep problems.
- Received federal grant to purchase Pentero Surgical Microscope system, world’s most advanced.

Leadership in Physician Training and Research

- Department of Ophthalmology gained record number of International Council of Ophthalmology (ICO) fellowships, among world’s most prestigious training awards, and was a leading presenter at annual meeting of Association of Research and Vision in Ophthalmology (ARVO.)
- Department of Pathology & Laboratory Medicine - one of the world’s largest –provided education for NYEE residents, as well as Cornell University Medical Center & North Shore University Hospital; created Virtual Pathology Laboratory in association with Alcon Laboratories that includes 15 online tutorials to date.
- President’s Reception highlighted expanding programs at Jorge N. Buxton, MD Microsurgical Education Center, raising nearly \$125,000 to support physician training in advanced surgical techniques.
- Pursuing roster of clinical trials & research studies at The Shelley & Steven Einhorn Clinical Research Center.
- Graduated 28 medical residents and fellows.

Strategic Focus on Electronic Medical Records and Emergency Management

- Furthered implementation of new federal guidelines through new OR management application.
- Launched installation of wireless infrastructure to enable iPad usage for physicians throughout hospital.
- Secured \$68,000 in emergency management funding to support infection control, disaster preparedness & emergency center operations.



Global Outreach

- Volunteer Health Program treated 1,344 patients in Dominican Republic following Haitian earthquake; joined International Eye Volunteers to treat 750 patients at Zimba Eye Clinic in Zambia, performing 100 surgeries.
- Continued clinical collaboration with The Carter Center's Trachoma Control Program in Ethiopia.
- Launched partnership with ORBIS; NYEE staff nurse associate to join Flying Eye Hospital in Nigeria.
- Hosted international visitors, including University of Liverpool observers in Orthoptics Department, and ARVO/Pfizer Ophthalmology Scholar from Beijing Institute of Ophthalmology/Tongren Eye Hospital.
- Inaugurated new teleconferencing capabilities by conducting teleconference on glaucoma with Sao Paulo School of Medicine.
- Worked with Channel One to broadcast cutting-edge surgeries in all specialties to 100 million global viewers.

Widening Culture of Philanthropy

- Raised \$2,719,335 from foundations, trustees, grateful patients, physicians, & staff, representing significant broadening of fundraising success across a variety of constituencies.
- Established Board of Directors Development Committee to enhance fundraising efforts.
- Achieved successful annual "Thanks for Giving" Ball, raising more than \$500,000.
- Hosted first-ever theater benefit for pediatric ophthalmology & orthoptics.
- Artists joined to create on-site/online Art Gallery to benefit Shelley & Steven Einhorn Clinical Research Center.
- Rallied around expedition of physician leader up Mt. Baker raising funds for widening access to pediatric care.

The New York Eye and Ear Infirmary

Financial Information For the Year Ended December 31, 2010 (in thousands of dollars)

	2010	2009	2008	2007	2006	2005
Statement of Operations						
Total Revenues	\$ 120,121	\$ 112,922	\$ 101,193	\$ 93,510	\$ 85,574	\$ 78,012
Total Expenses	117,163	112,585	105,608	95,427	87,894	80,362
Gain (Loss) from Operations	\$ 2,958	\$ 337	\$ (4,415)	\$ (1,917)	\$ (2,320)	\$ (2,350)
Statement of Financial Position						
Assets						
Cash and Investments	\$ 33,461	\$ 18,047	\$ 8,386	\$ 17,845	\$ 18,510	\$ 16,496
Patient accounts receivable, net	11,164	11,258	12,091	12,926	9,201	8,945
Other current and non-current assets	54,669	55,327	54,343	51,077	44,467	47,494
Total Assets	\$ 99,294	\$ 84,632	\$ 74,820	\$ 81,848	\$ 72,178	\$ 72,935
Liabilities and Net Assets						
Current liabilities	\$ 29,687	\$ 19,108	\$ 14,682	\$ 18,727	\$ 13,395	\$ 14,413
Pension payable and other non-current liabilities	22,520	24,315	33,571	13,203	15,027	13,639
Total Liabilities	52,207	43,423	48,253	31,930	28,422	28,052
Net Assets	47,087	41,209	26,567	49,918	43,756	44,883
Total Liabilities and Net Assets	\$ 99,294	\$ 84,632	\$ 74,820	\$ 81,848	\$ 72,178	\$ 72,935

Supporting Our Mission...2010 Donor List

"Surely there would be no need of eloquent appeals on behalf of The New York Eye and Ear Infirmary if you could look into the darkness which the blind see and listen to the stillness which the deaf bear."

— Helen Keller, May 12, 1903

\$250,000 to \$999,999 William G. Green Estate Marcelle Meyers Estate The William Randolph Hearst Foundation	The Goodnow Fund Gordon & Silber, PC The Helping Hand Lawrence S. Huntington Jofe Ophthalmic Surgery P.C. Steven P. Koenig, MD Barry A. Konig Mary Lea Richards Charitable Trust Leo J. Levy Unitrust Richard James Mackool, MD and Richard Jonathan Mackool, MD Al Maiolo Milbank Foundation for Rehabilitation Musicares Foundation, Inc. New York Medical College Optyx by Gruen Alexander Ovchinsky, MD Simon C. Parisier, MD Hope B. Preminger RBC Trust Company [Delaware] Limited Retina Associates of New York, P.C. (Ben Zane Cohen, MD) Retina Specialists, P.C. (John Khadem, MD) Retinal Ambulatory Surgery Center of New York, Inc. (Ben Zane Cohen, MD) Richard B. Rosen, MD Starlight Children's Foundation Michael L. Strauss, MD The Margot Sundheimer Foundation Rumei Yuan, MD Jeffrey Zauderer, MD	Anastasios Karavias Roland N. Karlen Foundation Andrea T. Kove Lanita Kreiling Mark J. 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