

## Financial Glossary

### Pricing for Selected Services

See Pricing pages.

### Budget and Financial Information

Gross Patient Revenue	Total of all patients' bills.
Total Net Operating Revenue	Actual money collected for services.
Total Operating Expense	Wages and benefits for all hospital employees, non-wage costs such as supplies, utilities, and insurance, and current costs of buildings, property, and equipment.
Operating Margin	Revenues remaining after expenses are paid.
Total Margin	The sum of Operating Margin and Non-Operating Revenue.
Acute Admissions	Number of hospital patients who stay overnight.
Acute Avg. Length of Stay	How long the average patient stays in the hospital (in days).
Emergency Room Visits	Patient visits to the emergency department.
Physician Office Visits	Patient visits to hospital-employed doctors.
Direct Service Nurses	Nurses providing hands-on care.
Non-MD Employees	Number of full-time employees who are not doctors.
Physician Employees	Number of full-time hospital-employed doctors.

### Cost Shift

See Cost Shift page.

### Financial Health Benchmarks & Indicators

Days Cash on Hand	The number of days of cash available to run the hospital.
Current Ratio	Ability to pay short-term bills.
Outpatient Gross Revenue %	Percentage of billings for those receiving care in less than 24 hours.
Total Margin as % of Net Revenues	Percent of revenue left over after expenses are paid.
Return on Assets	One measure of how a hospital is doing financially.
FTEs per 100 Adjusted Discharges	A measure of employee efficiency.
Overhead Expense, as % of Total Operating Expense	Another measure of efficiency.
Salary & Benefits per FTE, Non-MD	Total average cost for a full time employee who is not a doctor.
Cost per Adjusted Admission	The average hospital cost for a patient.

### Hospital Capital Investments

Age of Plant	The average age (in years) of buildings and equipment.
Age of Plant - Building	The average age (in years) of buildings.
Age of Plant - Equipment	The average age (in years) of equipment.
Net Property, Plant & Equipment per Staffed Bed	On average, the amount of buildings, property, and equipment for each hospital bed.
Long Term Debt to Total Assets	The hospital's borrowing compared to what it owns.
Capital Acquisitions as % of Net Patient Revenue	A measure of spending on buildings, property, and equipment.
Building, Property & Equipment Capital Expenditures	Money spent to buy hospital buildings, property, and equipment.
Possible Certificate of Need (CON) Projects	Projects the hospital needs a permit from the state to build or acquire.