

Multispecialty, by Geographic Section, Physician Owned (per FTE Provider)

Table 6.6a: Staffing, RVUs, Patients, Procedures, and Square Footage

	Eastern		Midwest		Southern		Western	
	Count	Median	Count	Median	Count	Median	Count	Median
Total physician FTE	25	.77	31	.72	39	.80	35	.80
Total nonphysician provider FTE	25	.23	31	.28	39	.20	35	.20
Total support staff FTE	25	3.83	31	4.11	38	4.46	35	3.92
Total employed support staff	25	3.83	31	4.11	38	4.29	35	3.92
General administrative	25	.21	29	.21	35	.21	35	.23
Patient accounting	23	.48	28	.45	34	.58	34	.43
General accounting	24	.05	19	.05	30	.06	30	.07
Managed care administrative	7	*	7	*	9	*	12	.03
Information technology	21	.10	22	.09	30	.09	27	.10
Housekeeping, maint, security	20	.05	19	.07	23	.07	20	.05
Total business oper staff	25	.91	31	.84	37	1.05	35	.92
Medical receptionists	25	.86	29	.66	37	.80	35	.73
Med secretaries, transcribers	18	.06	25	.16	27	.06	21	.03
Medical records	20	.13	26	.25	34	.13	31	.17
Other admin support	11	.16	20	.09	21	.09	22	.06
Total front office supp staff	25	1.11	31	1.08	38	1.08	35	1.05
Registered Nurses	21	.32	25	.30	29	.31	31	.29
Licensed Practical Nurses	21	.33	25	.29	30	.40	25	.19
Med assistants, nurse aides	22	.77	28	.53	35	.81	33	.80
Total clinical support staff	25	1.36	31	1.45	39	1.41	35	1.28
Clinical laboratory	19	.20	26	.23	34	.28	27	.28
Radiology and imaging	20	.20	24	.20	34	.25	29	.23
Other medical support svc	16	.20	18	.18	25	.18	22	.33
Total ancillary support staff	24	.49	29	.54	36	.64	33	.79
Total contracted support staff	6	*	4	*	10	.07	9	*
Total RVUs	21	14,767	15	11,984	22	12,615	26	10,819
Physician work RVUs	19	6,252	23	5,682	23	5,971	27	5,222
Patients	21	1,435	14	1,439	23	1,279	24	1,094
Total procedures	22	8,914	19	9,062	24	10,383	30	8,411
Square feet	22	1,810	25	1,707	29	1,883	33	1,627

Table 6.6b: Charges, Revenue, and Cost

	Eastern		Midwest		Southern		Western	
	Count	Median	Count	Median	Count	Median	Count	Median
Total gross charges	24	\$1,209,672	29	\$1,130,567	34	\$1,200,654	34	\$1,077,680
Total medical revenue	25	\$673,830	31	\$676,047	38	\$750,314	35	\$693,867
Net fee-for-service revenue	24	\$630,697	30	\$604,373	38	\$701,429	34	\$628,056
Net capitation revenue	4	*	5	*	1	*	11	\$78,207
Net other medical revenue	21	\$28,622	24	\$22,920	26	\$20,070	25	\$20,590
Total med rev after oper cost	24	\$246,882	30	\$274,694	38	\$282,146	35	\$273,805
Med rev after oper & NPP cost	24	\$220,193	30	\$248,119	38	\$261,946	35	\$251,680
Total support staff	25	\$174,537	31	\$190,554	39	\$192,607	35	\$198,783
Total general operating cost	25	\$210,175	31	\$186,641	38	\$215,649	35	\$202,806
Total operating cost	25	\$391,810	31	\$370,250	38	\$425,907	35	\$407,255
Total operating and NPP cost	24	\$427,046	31	\$403,345	39	\$459,751	35	\$441,782
Total provider cost	25	\$241,024	31	\$293,960	39	\$276,245	35	\$276,062
Total nonphysician provider cost	24	\$30,986	30	\$32,948	39	\$19,300	35	\$22,045
Total physician cost	25	\$211,355	31	\$248,113	39	\$254,039	35	\$242,282
Total physician compensation	25	\$198,641	30	\$225,688	39	\$235,423	34	\$214,134
Total physician benefit cost	25	\$27,719	26	\$32,744	38	\$29,515	33	\$33,094
Total cost	24	\$659,402	31	\$655,439	39	\$735,316	35	\$668,731
Net nonmedical revenue	17	\$3,960	21	\$17,832	18	\$3,284	22	\$5,803
Net inc, excl fin supp (all prac)	25	\$4,504	31	\$1,448	38	\$1,896	35	\$4,078

Multispecialty, by Geographic Section, Physician Owned (per Square Foot)

Table 6.7a: Staffing per 10,000 Square Feet

	Eastern		Midwest		Southern		Western	
	Count	Median	Count	Median	Count	Median	Count	Median
Total provider FTE	22	5.55	25	5.86	29	5.31	33	6.15
Total physician FTE	22	4.19	26	3.82	30	4.63	33	4.52
Total nonphysician provider FTE	22	1.52	25	1.67	29	1.01	33	1.17
Total support staff FTE	21	21.81	26	21.99	30	22.14	33	22.76
Total employed support staff	21	21.74	26	21.99	30	22.00	33	22.76
General administrative	22	.97	24	1.32	28	1.02	33	1.23
Patient accounting	22	2.65	26	2.64	27	2.94	31	2.48
General accounting	22	.29	17	.25	22	.29	28	.35
Managed care administrative	7	*	7	*	6	*	13	.14
Information technology	19	.51	20	.55	22	.41	25	.48
Housekeeping, maint, security	17	.22	16	.44	18	.36	19	.20
Total business oper staff	21	5.04	26	5.14	29	5.33	33	5.38
Medical receptionists	22	4.74	26	3.59	28	3.29	33	4.80
Med secretaries, transcribers	16	.38	22	.76	17	.41	21	.25
Medical records	19	.81	22	.85	27	.82	29	.95
Other admin support	10	.81	18	.42	17	.31	22	.31
Total front office supp staff	22	6.26	26	6.18	30	5.32	32	5.86
Registered Nurses	18	2.16	22	2.19	24	1.47	28	1.71
Licensed Practical Nurses	18	1.48	23	1.81	25	1.84	24	.84
Med assistants, nurse aides	18	4.48	25	2.76	28	3.75	30	4.40
Total clinical support staff	21	6.79	26	7.00	31	8.59	33	7.76
Clinical laboratory	16	1.15	21	1.19	28	1.30	24	1.37
Radiology and imaging	16	1.29	19	1.19	28	1.02	27	1.18
Other medical support svc	15	.87	17	1.17	20	.97	19	1.97
Total ancillary support staff	20	2.80	24	3.48	30	3.19	30	3.44
Total contracted supp staff	5	*	5	*	10	.68	9	*

Table 6.7b: Charges, Revenue, Cost, and Productivity per Square Foot

	Eastern		Midwest		Southern		Western	
	Count	Median	Count	Median	Count	Median	Count	Median
Total gross charges	22	\$759.66	25	\$759.50	28	\$690.68	31	\$649.74
Total medical revenue	22	\$419.35	26	\$413.47	30	\$373.35	31	\$387.51
Net fee-for-service revenue	22	\$383.93	26	\$377.80	30	\$356.94	30	\$354.80
Net capitation revenue	3	*	4	*	0	*	11	\$35.45
Net other medical revenue	18	\$9.68	20	\$12.97	22	\$8.70	23	\$10.43
Total med rev after oper cost	22	\$157.49	25	\$182.39	31	\$143.06	32	\$165.52
Med rev after oper & NPP cost	22	\$138.07	24	\$154.60	28	\$131.18	32	\$148.38
Total support staff	22	\$102.67	25	\$115.39	30	\$99.33	33	\$112.79
Building and occupancy	20	\$30.35	26	\$19.33	29	\$19.73	33	\$28.28
Total general operating cost	22	\$130.47	26	\$108.33	30	\$121.23	32	\$106.57
Total operating cost	22	\$244.85	26	\$230.80	30	\$230.07	31	\$220.85
Total operating and NPP cost	22	\$257.32	25	\$248.65	28	\$247.78	31	\$236.48
Total provider cost	22	\$145.20	24	\$171.13	29	\$143.17	32	\$166.55
Total nonphysician provider cost	22	\$17.63	23	\$18.98	29	\$10.67	32	\$13.78
Total physician cost	22	\$124.82	25	\$154.41	30	\$129.74	32	\$146.97
Total physician compensation	22	\$112.76	25	\$132.86	30	\$118.04	31	\$129.58
Total physician benefit cost	21	\$16.59	22	\$18.78	29	\$15.06	30	\$20.11
Total cost	22	\$381.19	26	\$411.83	30	\$372.10	32	\$390.27
Net nonmedical revenue	15	\$2.46	18	\$8.30	15	\$1.79	20	\$3.95
Net inc, excl fin supp (all prac)	22	\$2.77	26	\$1.47	30	\$3.33	33	\$3.40
Total RVUs	19	7.14	13	6.50	18	6.36	23	5.80
Physician work RVUs	17	3.39	21	2.85	20	3.06	25	2.79
Patients	19	.88	11	.51	21	.71	21	.64
Total procedures	19	4.98	16	4.92	22	5.61	28	4.36

Multispecialty, by Geographic Section, Physician Owned (per Total RVU)

Table 6.8a: Staffing per 10,000 Total RVUs

	Eastern		Midwest		Southern		Western	
	Count	Median	Count	Median	Count	Median	Count	Median
Total provider FTE	21	.68	15	.83	24	.79	27	.92
Total physician FTE	21	.52	16	.59	26	.64	27	.69
Total nonphysician provider FTE	21	.15	15	.19	24	.14	27	.21
Total support staff FTE	21	2.99	16	3.45	26	3.38	27	3.36
Total employed support staff	21	2.99	16	3.43	26	3.16	27	3.36
General administrative	20	.16	16	.14	24	.17	28	.21
Patient accounting	20	.37	15	.35	23	.40	26	.36
General accounting	20	.05	10	.04	20	.04	23	.07
Managed care administrative	6	*	2	*	6	*	10	.02
Information technology	19	.08	13	.07	19	.07	22	.12
Housekeeping, maint, security	17	.03	8	*	14	.06	18	.04
Total business oper staff	21	.72	16	.73	24	.76	28	.78
Medical receptionists	20	.66	16	.63	25	.56	27	.68
Med secretaries, transcribers	15	.06	14	.14	18	.07	18	.03
Medical records	17	.12	15	.20	24	.11	28	.16
Other admin support	10	.08	10	.11	16	.08	18	.06
Total front office supp staff	21	.86	16	1.05	26	.86	27	.98
Registered Nurses	18	.27	15	.26	22	.23	24	.27
Licensed Practical Nurses	19	.24	14	.25	21	.24	18	.13
Med assistants, nurse aides	18	.58	15	.49	26	.61	26	.73
Total clinical support staff	21	.95	16	1.24	26	1.04	28	1.04
Clinical laboratory	17	.12	14	.15	22	.17	23	.20
Radiology and imaging	18	.18	12	.17	21	.18	23	.22
Other medical support svc	14	.10	10	.16	16	.18	22	.31
Total ancillary support staff	20	.37	15	.46	26	.43	25	.60
Total contracted supp staff	6	*	1	*	10	.06	5	*

Table 6.8b: Charges, Revenue, Cost, and Productivity per Total RVU

	Eastern		Midwest		Southern		Western	
	Count	Median	Count	Median	Count	Median	Count	Median
Total gross charges	20	\$86.61	16	\$105.75	22	\$103.22	27	\$94.61
Total medical revenue	20	\$46.29	16	\$56.93	26	\$53.82	26	\$62.45
Net fee-for-service revenue	20	\$43.34	16	\$49.14	25	\$49.00	25	\$55.66
Net capitation revenue	3	*	4	*	1	*	10	\$5.90
Net other medical revenue	16	\$2.01	12	\$1.28	18	\$2.37	20	\$1.80
Total med rev after oper cost	21	\$19.45	16	\$24.56	25	\$22.50	27	\$26.30
Med rev after oper & NPP cost	20	\$16.49	15	\$19.92	23	\$20.61	27	\$23.61
Total support staff	21	\$13.44	16	\$17.36	26	\$13.75	27	\$17.77
Total general operating cost	21	\$14.25	16	\$15.24	26	\$17.49	27	\$18.59
Total operating cost	21	\$27.11	16	\$30.64	26	\$31.89	26	\$37.91
Total operating and NPP cost	20	\$30.17	15	\$32.96	23	\$33.35	25	\$39.96
Total provider cost	21	\$20.54	14	\$24.88	23	\$22.29	26	\$26.31
Total nonphysician provider cost	21	\$2.04	14	\$2.68	23	\$1.90	25	\$2.46
Total physician cost	21	\$17.49	15	\$22.83	26	\$20.08	28	\$23.53
Total physician compensation	20	\$15.09	15	\$19.80	25	\$18.38	27	\$21.01
Total physician benefit cost	19	\$2.39	15	\$3.03	25	\$2.02	28	\$2.88
Total cost	21	\$49.06	15	\$59.71	26	\$50.83	27	\$64.05
Net nonmedical revenue	15	\$4.1	10	\$1.02	15	\$1.17	17	\$6.4
Net inc, excl fin supp (all prac)	21	\$3.30	16	\$2.22	24	\$4.40	28	\$4.45
Physician work RVUs	18	.44	16	.45	26	.46	28	.45
Patients	18	.12	11	.08	16	.10	21	.10
Total procedures	19	.66	12	.73	19	.75	22	.76
Square feet	19	.14	13	.15	19	.16	25	.17

Multispecialty, by Geographic Section, Physician Owned (per Work RVU)

Table 6.9a: Staffing per 10,000 Work RVUs

	Eastern		Midwest		Southern		Western	
	Count	Median	Count	Median	Count	Median	Count	Median
Total provider FTE	19	1.60	24	1.75	24	1.67	28	1.91
Total physician FTE	19	1.05	25	1.28	25	1.43	29	1.60
Total nonphysician provider FTE	19	.40	24	.47	24	.28	28	.41
Total support staff FTE	19	6.43	25	7.66	26	7.15	29	7.57
Total employed support staff	19	6.41	25	7.59	26	7.02	29	7.57
General administrative	19	.27	25	.45	24	.33	29	.44
Patient accounting	19	.78	24	.78	24	.70	27	.88
General accounting	19	.10	17	.09	21	.10	25	.16
Managed care administrative	6	*	7	*	6	*	12	.05
Information technology	17	.16	20	.21	19	.13	25	.23
Housekeeping, maint, security	16	.06	15	.18	14	.12	19	.08
Total business oper staff	19	1.44	25	1.85	25	1.38	29	1.78
Medical receptionists	19	1.35	25	1.21	26	1.04	29	1.41
Med secretaries, transcribers	15	.15	23	.31	18	.15	19	.06
Medical records	16	.26	24	.33	25	.18	28	.31
Other admin support	9	*	18	.15	16	.19	19	.20
Total front office supp staff	19	1.73	25	1.87	26	1.90	29	2.07
Registered Nurses	17	.60	24	.58	22	.40	25	.55
Licensed Practical Nurses	16	.43	22	.46	21	.50	18	.27
Med assistants, nurse aides	17	1.35	24	.98	26	1.20	27	1.65
Total clinical support staff	19	2.24	25	2.59	26	2.34	29	2.39
Clinical laboratory	16	.32	22	.39	22	.36	25	.47
Radiology and imaging	16	.36	20	.41	21	.38	25	.44
Other medical support svc	13	.35	17	.40	16	.40	24	.56
Total ancillary support staff	19	.78	23	1.11	25	.93	27	1.45
Total contracted supp staff	6	*	2	*	9	*	5	*

Table 6.9b: Charges, Revenue, Cost, and Productivity per Work RVU

	Eastern		Midwest		Southern		Western	
	Count	Median	Count	Median	Count	Median	Count	Median
Total gross charges	19	\$202.52	25	\$255.09	23	\$194.16	29	\$219.89
Total medical revenue	19	\$104.89	25	\$139.21	26	\$109.51	29	\$137.86
Net fee-for-service revenue	19	\$104.05	25	\$130.07	25	\$103.31	28	\$127.37
Net capitation revenue	4	*	5	*	0	*	10	\$14.90
Net other medical revenue	16	\$3.24	20	\$4.39	19	\$3.81	21	\$4.26
Total med rev after oper cost	19	\$42.96	25	\$59.08	26	\$46.29	29	\$59.57
Med rev after oper & NPP cost	19	\$38.17	24	\$51.94	23	\$44.69	28	\$53.00
Total support staff	19	\$29.21	25	\$39.06	26	\$27.53	28	\$41.58
Total general operating cost	19	\$32.56	25	\$38.80	25	\$34.14	29	\$37.59
Total operating cost	19	\$62.98	25	\$79.68	26	\$60.55	29	\$86.81
Total operating and NPP cost	18	\$66.19	23	\$86.69	24	\$67.00	27	\$93.32
Total provider cost	19	\$44.31	23	\$60.74	24	\$46.48	28	\$56.07
Total nonphysician provider cost	19	\$4.79	23	\$5.85	24	\$2.93	27	\$4.07
Total physician cost	19	\$39.51	24	\$54.66	25	\$43.23	29	\$50.30
Total physician compensation	19	\$36.47	24	\$46.95	25	\$38.98	28	\$44.42
Total physician benefit cost	19	\$4.33	24	\$6.92	25	\$4.62	28	\$6.30
Total cost	19	\$103.60	25	\$139.74	24	\$114.66	29	\$138.26
Net nonmedical revenue	14	\$.78	16	\$3.19	15	\$.51	18	\$1.47
Net inc, excl fin supp (all prac)	19	\$.67	25	\$.65	25	\$.86	29	\$.75
Total RVUs	18	2.26	16	2.23	26	2.20	28	2.21
Patients	18	.22	14	.19	17	.20	18	.22
Total procedures	16	1.50	19	1.69	20	1.63	24	1.79
Square feet	17	.29	21	.35	20	.33	25	.36