1,426 respondents

How many years have you been in practice?

- Less than 5 years (18.8%)
- Between 5-10 years (16.2%)
- Between 11-15 years (15.8%)
- Between 16-20 years (12%)
- More than 20 years (37.3%)
WHAT TYPE OF PRACTICE ARE YOU IN?
- Solo (25%)
- Group, 2-5 physicians (28.2%)
- Group, 6-10 physicians (15.4%)
- Group, 11-20 physicians (7.7%)
- Group, more than 20 physicians (23.7%)

HOW MUCH DO YOU PAY ANNUALLY FOR MALPRACTICE INSURANCE? (excludes OB/GYN or surgical specialty)
- Up to $7,000 (38.55%)
- More than $7,000, less than $10,000 (20.9%)
- More than $10,000, less than $15,000 (20.6%)
- More than $15,000, less than $20,000 (10.1%)
- More than $20,000 (9.9%)

NOTE: Mean price of malpractice insurance: $9,696.91; mean price of malpractice insurance (OB/GYN and specialty): $102,677.51
What was your income last year, including any cash or cash-equivalent bonuses, but not including insurance and other non-cash benefits?

<table>
<thead>
<tr>
<th>Income Range</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>$100,000 or less</td>
<td>5.8%</td>
</tr>
<tr>
<td>$100,001-$125,000</td>
<td>5.8%</td>
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<tr>
<td>$125,001-$150,000</td>
<td>9.2%</td>
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<tr>
<td>$150,001-$175,000</td>
<td>15.9%</td>
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<tr>
<td>$175,001-$200,000</td>
<td>20%</td>
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<tr>
<td>$200,001-$250,000</td>
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<tr>
<td>$251,000-$300,000</td>
<td>4.2%</td>
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<tr>
<td>$351,000-$400,000</td>
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<tr>
<td>$401,000-$450,000</td>
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</tr>
<tr>
<td>More than $451,000</td>
<td>0.8%</td>
</tr>
</tbody>
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What was your income last year, including any cash or cash-equivalent bonuses, but not including insurance and other non-cash benefits?

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</tbody>
</table>
### Income Breakdown by Specialty

#### OB/GYN

<table>
<thead>
<tr>
<th>Income Range</th>
<th>Percentage</th>
<th>Respondents</th>
</tr>
</thead>
<tbody>
<tr>
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<td>5%</td>
<td>3.2%</td>
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<tr>
<td>$100,001-$125,000</td>
<td>5%</td>
<td></td>
</tr>
<tr>
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</tr>
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<td>12.5%</td>
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</tbody>
</table>

*What was your income last year, including any cash or cash-equivalent bonuses, but not including insurance and other non-cash benefits?*
WHAT WAS YOUR INCOME LAST YEAR, INCLUDING ANY CASH OR CASH-EQUIVALENT BONUSES, BUT NOT INCLUDING INSURANCE AND OTHER NON-CASH BENEFITS?

- $100,000 or less (5.8%)
- $100,001-$125,000 (19.2%)
- $125,001-$150,000 (9.6%)
- $150,001-$175,000 (17.4%)
- $175,001-$200,000 (15.4%)
- $200,001-$250,000 (15.4%)
- $251,000-$300,000 (3.8%)
- $301,000-$350,000 (3.8%)
- $351,000-$400,000 (3.8%)
- $401,000-$450,000 (0%)
- More than $451,000 (5.8%)
**What was your income last year, including any cash or cash-equivalent bonuses, but not including insurance and other non-cash benefits?**

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</table>
OF YOUR ANNUAL INCOME, WHAT PERCENTAGE OF YOUR INCOME CAME FROM SOURCES OTHER THAN GUARANTEED SALARY?

- None (35.5%)
- 1%-10% (15.6%)
- 11%-25% (12.9%)
- 26%-50% (7.5%)
- 51%-75% (4.3%)
- More than 75% (4.7%)
- All of it (19.5%)

HOW MUCH OF YOUR COMPENSATION IS TIED SPECIFICALLY TO PRODUCTIVITY?

- None (37.5%)
- Up to 10% (9.1%)
- Between 11% and 25% (9.5%)
- Between 26% and 50% (6.5%)
- Between 51% and 75% (5.4%)
- More than 75% (7.2%)
- All of it (24.8%)
How much of your compensation is tied specifically to patient satisfaction?

- None (71.4%)
- 1% to 5% (10.9%)
- 6% to 10% (5.2%)
- 11% to 25% (3.1%)
- More than 25% (9.4%)

How much of your compensation is tied to value (quality and cost of care provided)?

- None (63.3%)
- 1% to 5% (11%)
- 6% to 10% (4.9%)
- 11% to 25% (5.6%)
- 25% to 50% (4.8%)
- More than 50% (10.4%)
How does your personal income last year compare with the previous year?

- It was down by more than 10% (16.7%)
- It was down by more than 5%, less than 10% (7%)
- It was down by less than 5% (4.6%)
- It was about the same (40%)
- It was up by less than 5% (10.8%)
- It was up by more than 5%, less than 10% (9.8%)
- It was up by more than 10% (11.1%)

Describe your employment.

- I’m an owner/partner of my practice. (35.8%)
- I’m an employed physician of an independent practice. (18.4%)
- I’m an employed physician of a hospital/health system-owned practice. (45.8%)
What was your practice's overhead as a percentage of medical revenue?

- 1% - 10% (6.8%)
- 11% - 20% (17.2%)
- 21% - 40% (25.3%)
- 41% - 60% (32.4%)
- 61% - 80% (13.5%)
- 81% - 100% (3.4%)
- 101% or more (1.4%)

Is that greater than, less than, or the same as it was one year prior?

- Same as last year (51.7%)
- Greater than last year (40.3%)
- Less than last year (8%)
Which of the following best describes net income from your practice?

- Excellent (13.6%)
- Pretty good (24%)
- About right (17%)
- Slightly disappointing (29%)
- Highly disappointing (16.4%)

What steps have you taken to boost revenue at your practice?

- Increased the number of patients seen per day (32%)
- Adjusted payer mix (including dropping low-paying plans) (18.2%)
- Taken on work outside of my practice (25.2%)
- Added ancillary services (23%)
- Changed to a direct pay, concierge, or hybrid-concierge practice (6.7%)
- Started an in-house dispensary (3.8%)
- Started charging for patient portal or e-visits (2.6%)
- None (27%)
- Other (please specify) (9%)
HOW DO YOU THINK YOUR PRACTICE WILL DO FINANCIALLY OVER THE NEXT YEAR?
- Better (20.3%)
- Worse (36.2%)
- About the same (43.5%)

IN THE NEXT YEAR, I PLAN TO:
- Continue as I am (71.2%)
- Seek a partnership/group opportunity (11.9%)
- Become employed by a larger health system (8.7%)
- Retire (4.6%)
- Join an ACO (5.8%)
- Transition to a direct-pay, concierge, or hybrid-concierge practice (6.7%)
- Close/sell my practice (8.1%)
DOES YOUR PRACTICE ACCEPT MEDICARE?

Yes: 81.9%  No: 18.1%

HOW HAS THE UNCERTAINTY OF MEDICARE REIMBURSEMENTS AFFECTED YOUR WILLINGNESS TO CONTINUE ACCEPTING MEDICARE?

- 78.5% It hasn’t, we plan to continue accepting Medicare as always
- 11.8% We may stop accepting new Medicare patients
- 6.3% We are exploring new direct-pay models that would eliminate third-party payers from our practice
- 3.4% We may stop seeing/accepting Medicare patients altogether
Does your practice accept Medicaid?

Yes: 72%  No: 28%

17% of these respondents said they stopped seeing new Medicaid patients due to the Medicaid eligibility expansion.
IS YOUR PRACTICE ACCEPTING PATIENTS WHO PURCHASE INSURANCE PLANS THROUGH HEALTH INSURANCE EXCHANGES?

Yes: 79%  No: 21%

WHAT IS THE MAIN REASON YOU ARE ACCEPTING THESE PATIENTS?

- 42.1% We want to increase patient volume at our practice
- 14.7% We are looking to expand our payer mix
- 24.6% We feel that we are locked into an exchange plan via our payer contract
- 18.6% Other

*Majority of “other” respondents said they felt ethically obligated to help current and new patients.
WHAT IS THE BIGGEST ISSUE WITH EXCHANGE PLANS WHEN IT COMES TO REVENUE?

33.7% Collecting patient payments
34.3% Collecting payment from payer
15% Patient seen once, then plan dropped, so practice loses money
17% Other

*Majority of “other” respondents cited low reimbursement rates.