



NERVES
Summary of Survey Results



NERVES
Neurology Executives' Reconnect Value of Education Society

April 22, 2021

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Overview

- Survey questionnaires in Excel format were distributed electronically to the entire membership (**182 practices**) and additional non-member practices in July 2020.
- Participants and responses are confidential (i.e., only KSM has access to the specific data).
- KSM now screens for certain “critical data questions.” If those questions are not answered, the survey is rejected or additional information is requested.
- If you have suggestions regarding additional information you would like to see in the survey or information that is currently in the survey you would like to see excluded, please email NERVES@ksmcpa.com.

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New in 2020

- Added a new data cut for Advanced Practice Providers:
 - # of Years In Practice
 - 1-5 years
 - 6-15 years
 - 15+ years

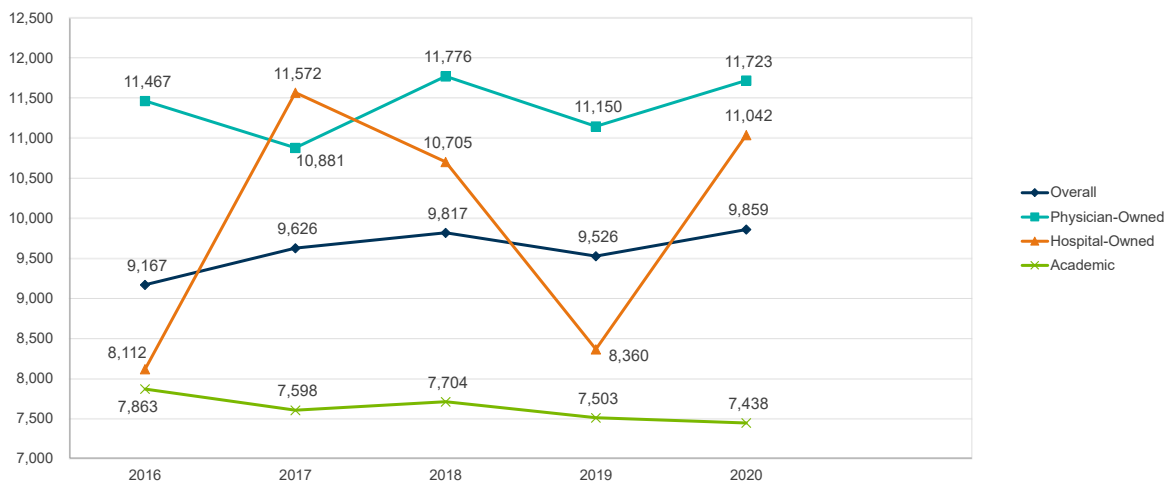
- Please note that the 2020 survey is an analysis of 2019 data. Therefore, COVID-19 may have impacted the results collected from practices reporting on a June 30 year-end. Additionally, the data collection process took place during 2020, and response rates may have been affected.



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wRVU Productivity per FTE Neurosurgeon



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Demographics – Practice

	2016	2017	2018	2019	2020
Distributed (NERVES Members)	245	243	241	180	182
Responses (NERVES Members)	94	87	70	75	66
Response Rate (NERVES Members)	38%	36%	29%	42%	34%
Neurosurgeons	794	814	738	813	642
Non-Physician Providers	752	1,029	662	1,037	939
Practices Reporting NPP	85	81	83	88	71
MGMA: Reporting Neurosurgeons ⁽¹⁾	338	530	555	580	656
Sullivan Cotter: Reporting Neurosurgeons ⁽²⁾	607	689	Unknown	977	1,012 ⁽⁴⁾
AMGA: Reporting Neurosurgeons ⁽³⁾	456	567	553	618	618

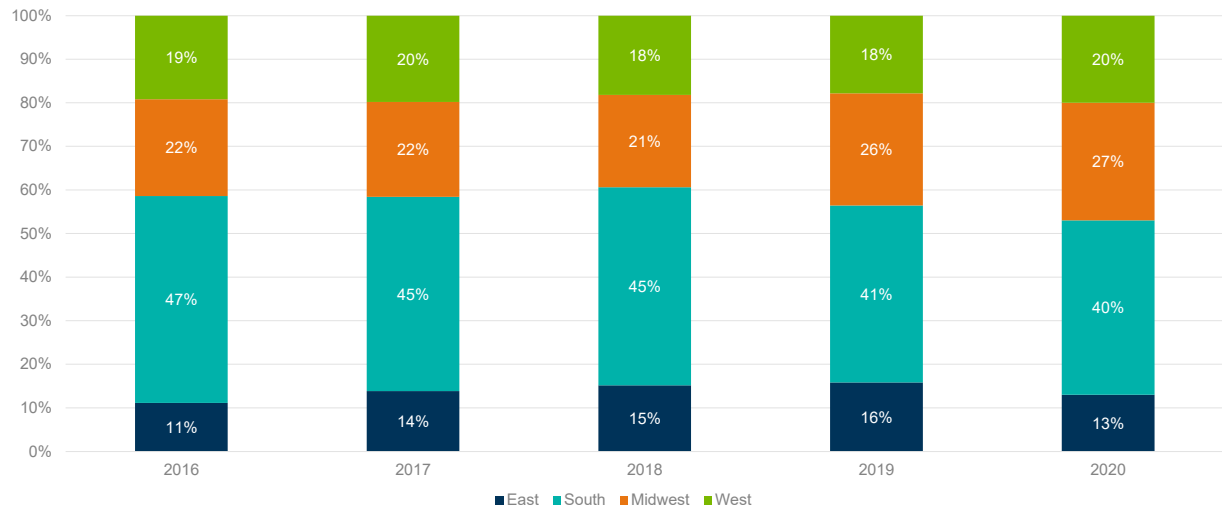
(1) Medical Group Management Association's Annual Physician Compensation and Production Survey
 (2) Sullivan Cotter's Annual Physician Compensation and Productivity Survey Report
 (3) American Medical Group Association's Annual Medical Group Compensation and Productivity Survey
 (4) Sullivan Cotter's 2020 Report noted the following academic affiliation statistics: 62% of all reporting practices are affiliated with a minor or major teaching program. The 2020 Report also noted only 25% of practices are majority physician-owned.



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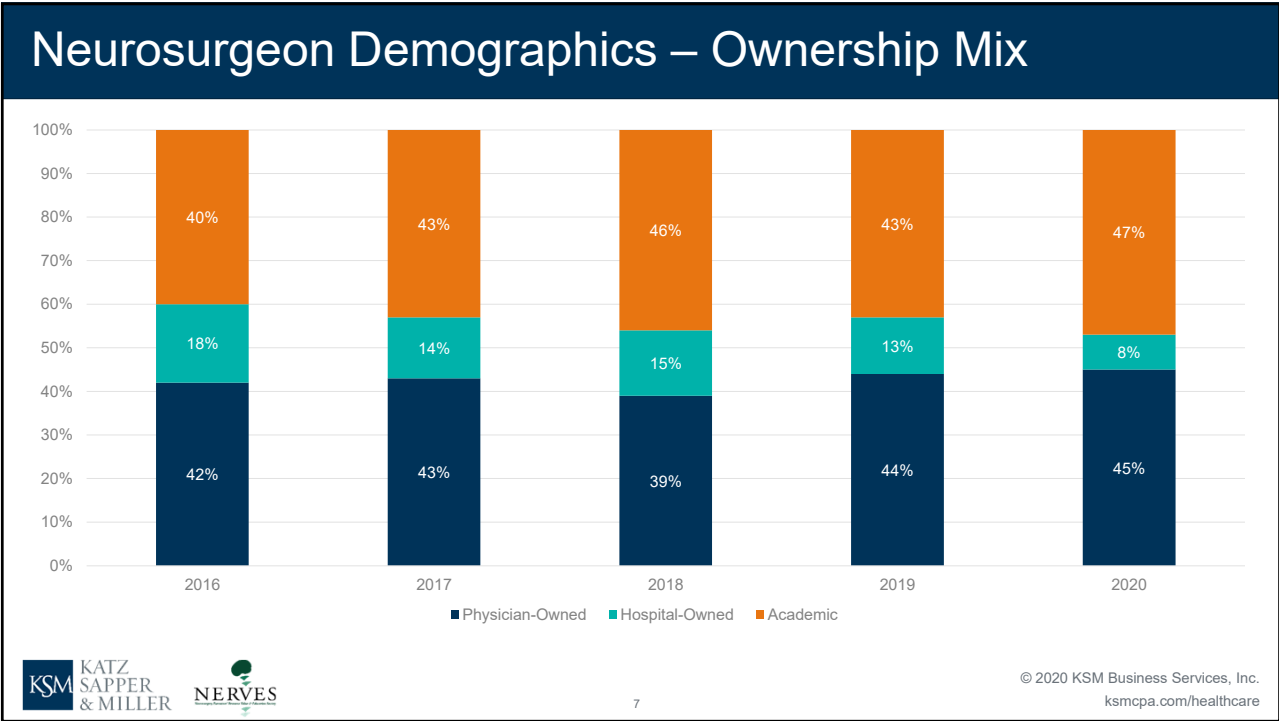
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Neurosurgeon Demographics – Geographical Mix

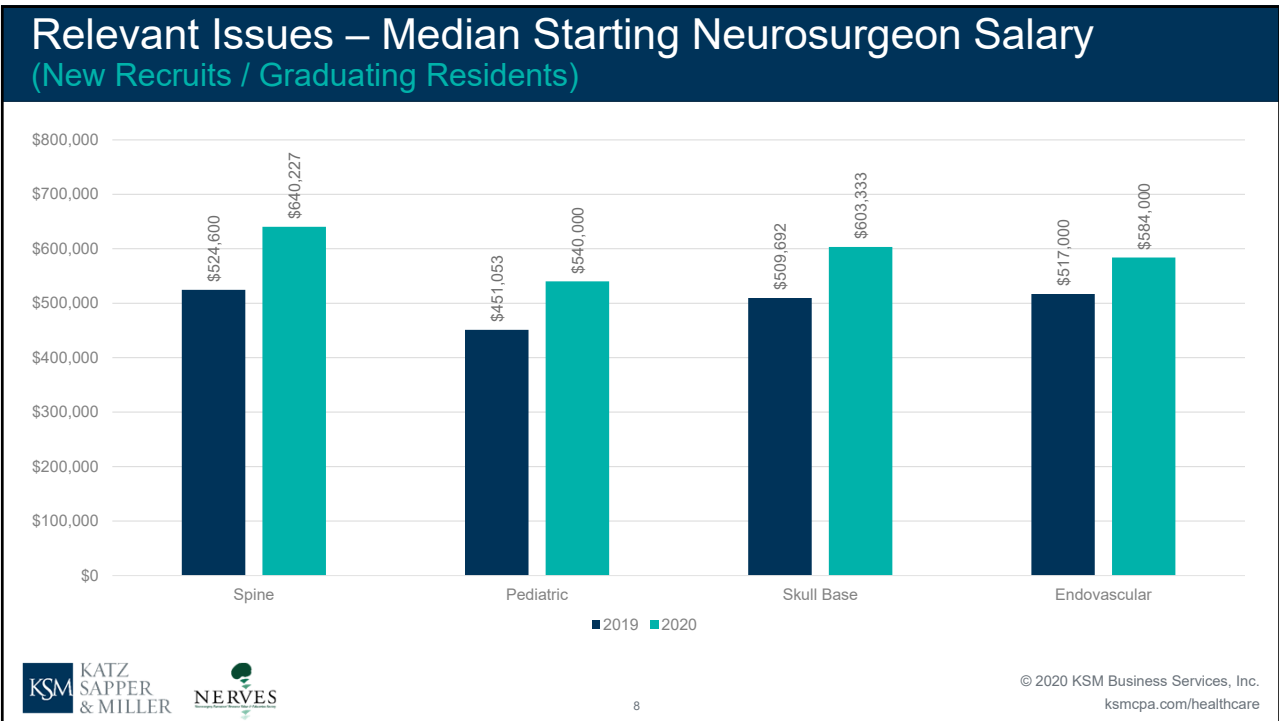


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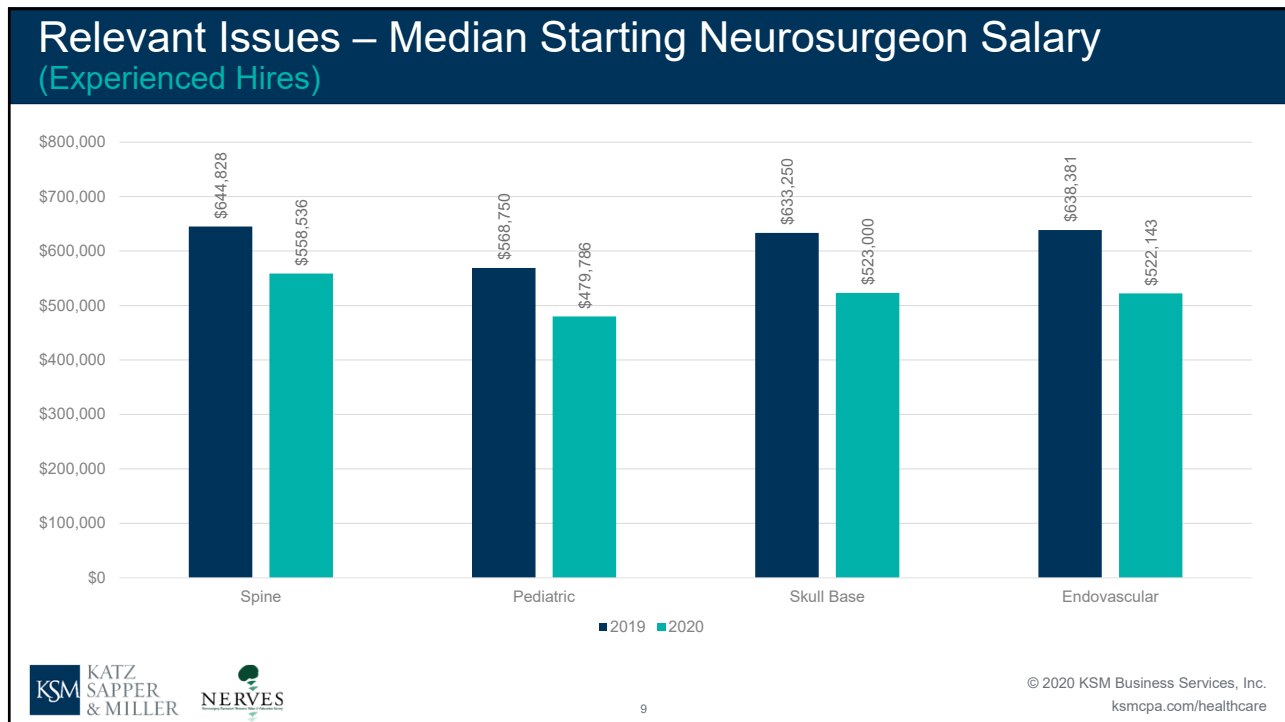
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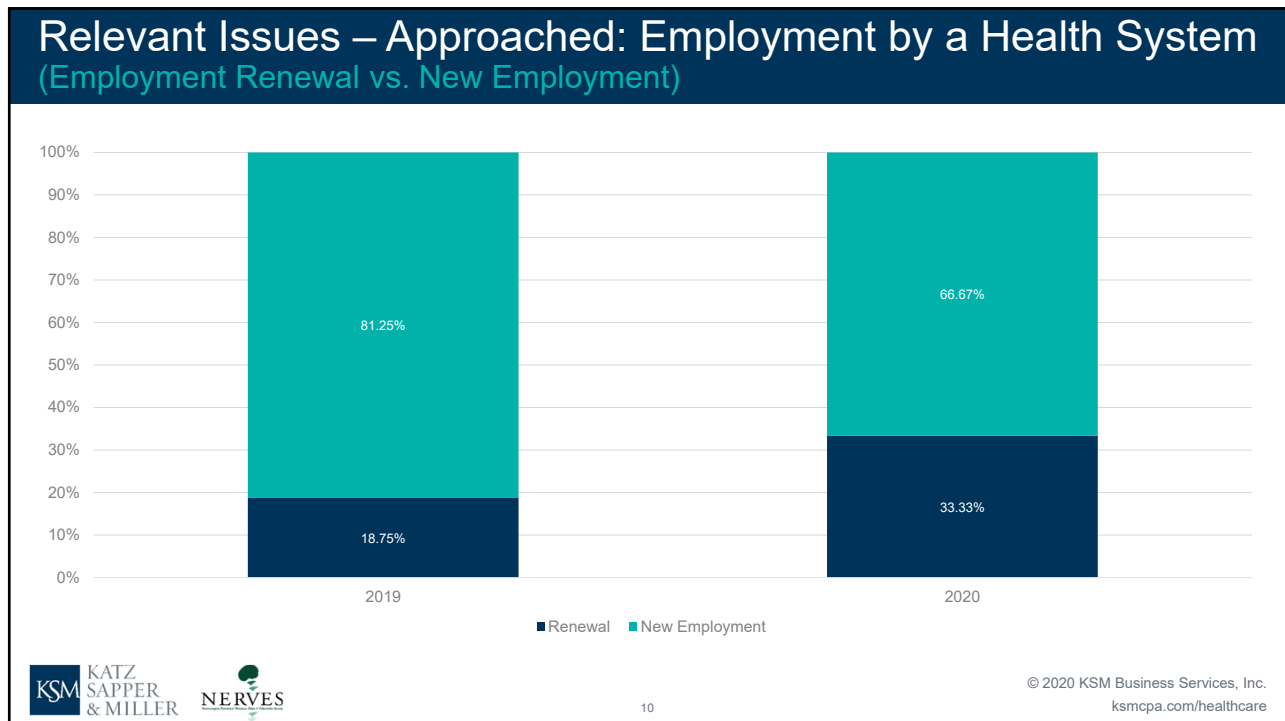
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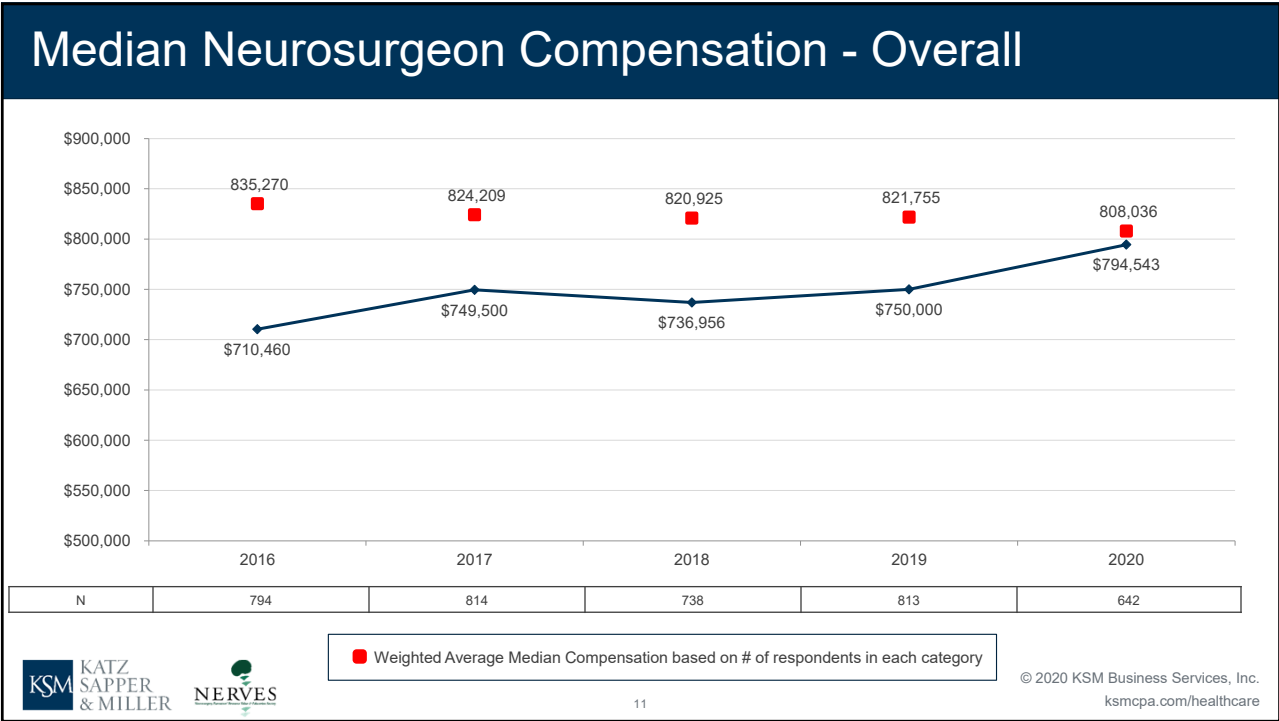
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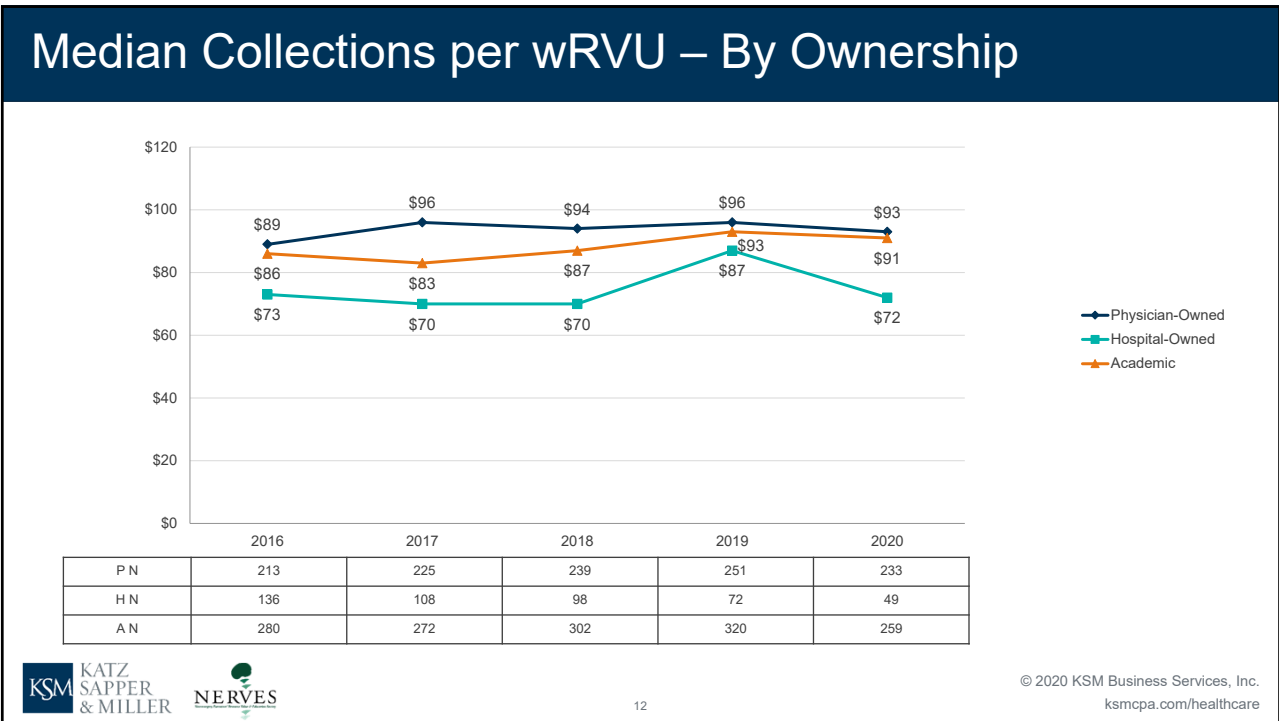
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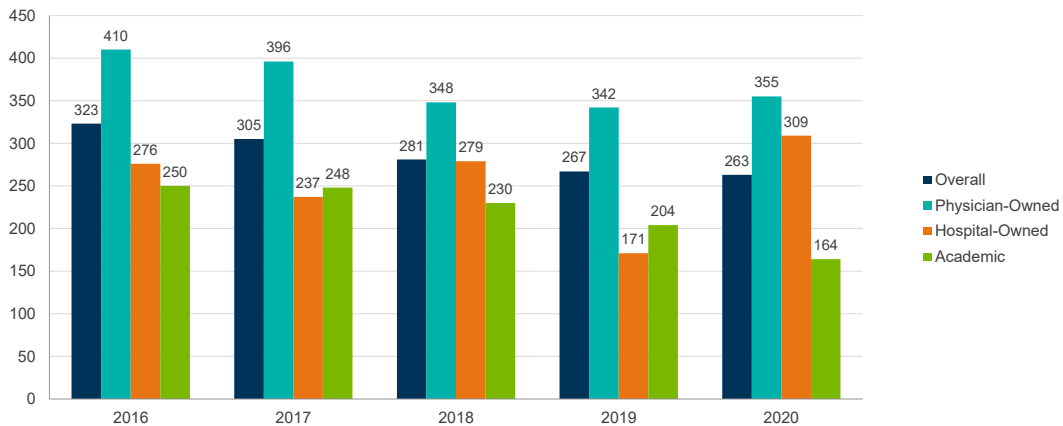


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Median Annual New Patients per FTE Neurosurgeon – By Ownership



O N	639	658	617	660	546
P N	293	304	263	315	249
H N	128	89	89	57	41
A N	218	265	265	288	256

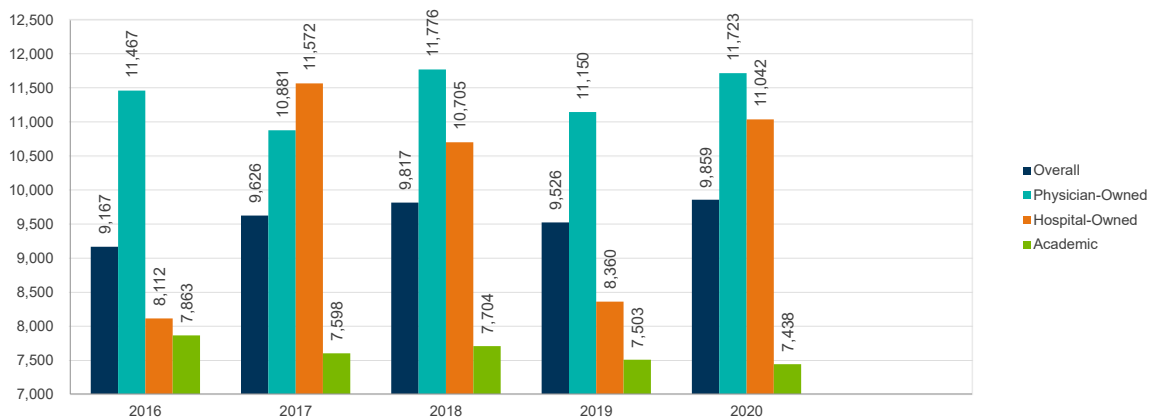


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Median WRVUs per FTE Neurosurgeon



O N	671	623	663	678	568
P N	228	225	239	258	233
H N	144	108	101	76	50
A N	299	290	323	344	285

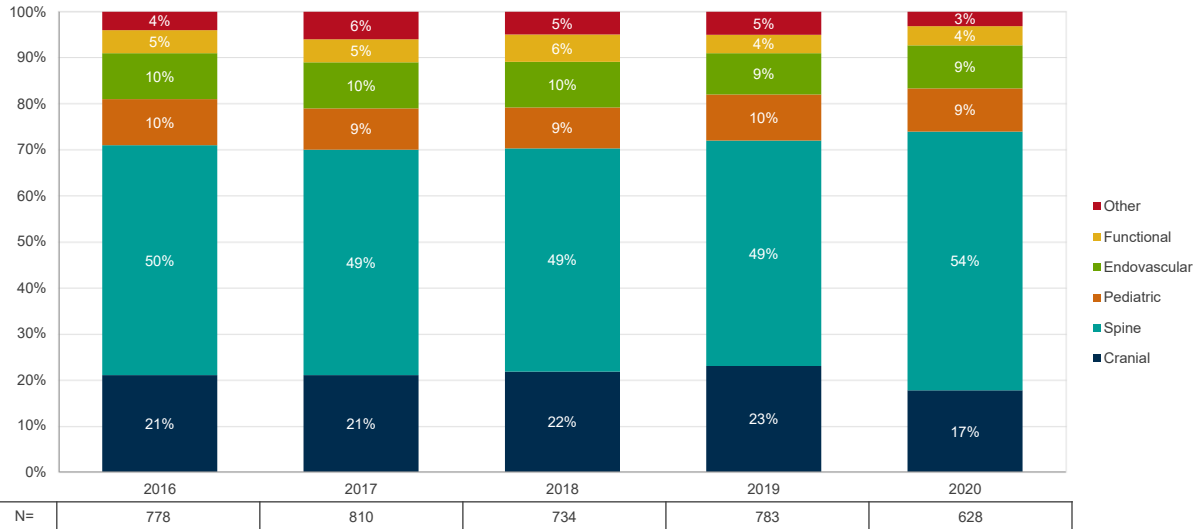


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Neurosurgeons Percentage of Practice



N=	2016	2017	2018	2019	2020
	778	810	734	783	628



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Median Daily Call Compensation

	N	2020 Median
Frequency of Call - General	35	Every 6 days *
Frequency of Call - Specialty	24	Every 5 days *
Hours of Coverage Provided	49	24 hours
Paid Additional Fees for Call Coverage	67	76.12%
Multiple Facilities Covered Simultaneously	66	50.00%

Type of Facility Covered:	N	2020 Median
Level 1 Trauma	52	21.83%
Level 2 Trauma	52	19.01%
Level 3 Trauma	52	8.45%
Emergency Room	52	50.70%

Historical Frequency of Call	2016	2017	2018	2019
General	7 days	7 days	6 days	5 days
Specialty	5 days	5 days	4 days	5 days



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Neurosurgery Reports – Overall Median Daily Call Pay Per Contract

Geographic Region	N	2019	N	2020
East	11	\$1,530	8	*
South	73	\$2,000	47	\$2,000
Midwest	39	\$1,700	30	\$1,700
West	31	\$2,000	21	\$2,000

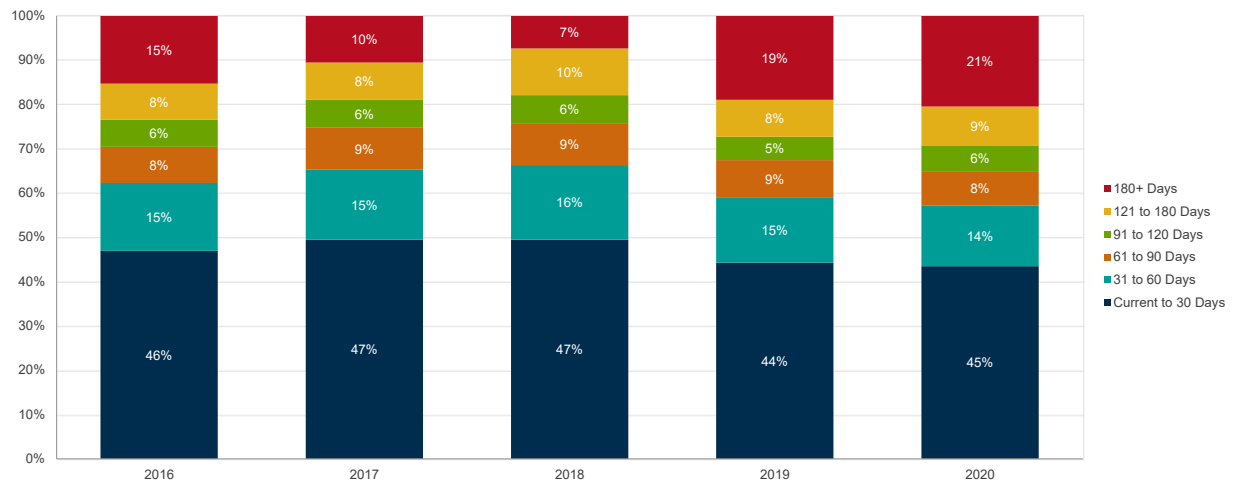
Ownership	N	2019	N	2020
Physician-Owned	104	\$2,000	73	\$2,000
Hospital-Owned	9	\$2,000	10	\$1,500
Academic	41	\$1,490	23	\$2,000



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A/R Aging

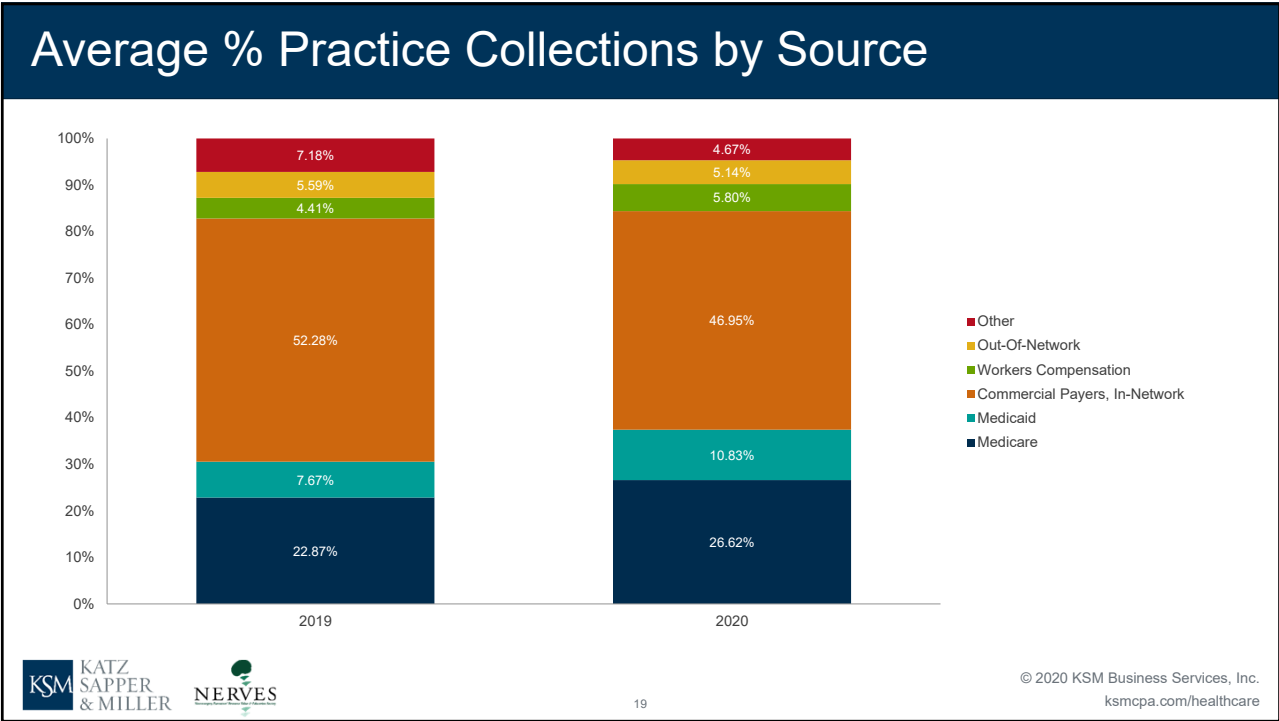


N	2016	2017	2018	2019	2020
N	92	90	72	75	58



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Academic Practice – Median Financial Support Received from Teaching Hospital

	N	2019	N	2020
Medical Director	21	\$205,000	15	\$174,850
Mid-Level Practitioners	19	\$787,397	18	\$749,639
Mid-Level FTE	15	4.0	16	6.4
Research	4	*	2	*
Faculty Member Start-Up	7	\$651,529	5	\$1,390,481
General Administrative Staff	8	\$244,435	8	\$121,698
General Support	15	\$1,300,000	12	\$1,208,638
Uncompensated Care	2	*	2	*
Other	10	\$1,293,786	8	\$1,325,444
Total Support Area	27	\$3,068,628	21	\$2,940,094
Total Support per FTE	27	\$263,860	21	\$267,281
Profit Contribution Dollars	8	\$9,660,024	6	\$20,073,646
Profit Contribution Margin	9	17.50%	7	8.86%

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Academic Practice – Median Financial Support Received from Medical School

	N	2019	N	2020
Medical Director	3	*	2	*
Mid-Level Practitioners	2	*	2	*
Mid-Level FTE	4	*	2	*
Research	10	\$168,930	10	\$219,761
Faculty Member Start-Up	7	\$527,177	3	*
General Administrative Staff	4	*	6	\$261,231
General Support	9	\$575,738	12	\$530,348
Uncompensated Care	1	*	0	*
Other	7	\$378,907	4	*
Total Support Area	20	\$702,585	16	\$800,911
Total Support per FTE	20	\$67,006	16	\$41,837
Tax Percentage	12	8.46%	11	8.50%
Other Institution Overhead	12	10.02%	9	11.17%
Total Neurosurgery Faculty FTE	20	14	16	15
Total Residents in Program	19	14	16	14



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Five-year Comparison per FTE Neurosurgeon (Calculated) – Overall

	2020 N	2019 N	2016	2017	2018	2019	2020
Median Collections	604	747	\$850,522	\$888,579	\$899,794	\$921,819	\$947,041
Median Compensation from Professional Services	621	799	\$576,792	\$586,986	\$604,235	\$585,699	\$615,324
Ancillary Profits (Calculated)			\$133,668	\$162,514	\$132,721	\$164,301	\$179,219
Median Neurosurgeon Compensation	642	813	\$710,460	\$749,500	\$736,956	\$750,000	\$794,543



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Five-year Comparison per FTE Neurosurgeon (Calculated) – Physician-Owned

	2020 N	2019 N	2016	2017	2018	2019	2020
Median Collections	287	333	\$1,062,074	\$1,099,072	\$1,121,769	\$1,067,478	\$1,086,928
Median Compensation from Professional Services	274	343	\$544,113	\$590,344	\$563,494	\$522,328	\$570,660
Ancillary Profits (Calculated)			\$227,714	\$231,278	\$325,754	\$351,120	\$307,611
Median Neurosurgeon Compensation	294	357	\$771,827	\$821,622	\$889,248	\$873,448	\$878,271



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Five-year Comparison per FTE Neurosurgeon (Calculated) – Hospital-Owned

	2020 N	2019 N	2016	2017	2018	2019	2020
Median Collections	54	92	\$710,824	\$769,811	\$809,603	\$735,164	\$774,800
Median Compensation from Professional Services	49	105	\$679,144	\$728,477	\$761,530	\$723,130	\$900,400
Ancillary Profits (Calculated)			\$107,248	\$144,323	\$24,838	\$126,219	\$125,000
Median Neurosurgeon Compensation	49	105	\$786,392	\$872,800	\$786,368	\$849,349	\$1,025,400



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Five-year Comparison per FTE Neurosurgeon (Calculated) – Academic

	2020 N	2019 N	2016	2017	2018	2019	2020
Median Collections	263	322	\$706,114	\$696,240	\$727,688	\$798,414	\$789,495
Median Compensation from Professional Services	298	351	\$565,000	\$580,855	\$550,000	\$578,251	\$616,875
Ancillary Profits (Calculated)			\$60,000	\$82,937	\$97,000	\$95,631	\$86,479
Median Neurosurgeon Compensation	299	351	\$625,000	\$663,792	\$647,000	\$673,882	\$703,354



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Three-year Comparison per FTE Neurosurgeon - Median

	2020 N	2018	2019	2020
Total Compensation	642	\$736,956	\$750,500	\$794,543
Professional Services	621	\$604,235	\$585,699	\$615,324
Call Pay	347	\$140,000	\$167,531	\$163,543
Ancillary Net Income: ASC	71	\$248,000	\$191,000	\$189,500
Ancillary Net Income: Imaging	84	\$111,075	\$41,302	\$58,963
Ancillary Net Income: PT or OT	76	\$26,998	\$14,203	\$25,350
Ancillary Net Income: Other	73	\$33,922	\$28,928	\$72,199



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Three-year Comparison per FTE Neurosurgeon - Median

	2020 N	2018	2019	2020
Research	72	\$31,933	\$32,257	\$39,385
Medical Directors	162	\$49,877	\$46,984	\$39,712
Teaching: Dept. Chair	13	\$227,975	\$227,975	\$244,161
Teaching: Dept. Professor	24	\$79,765	\$73,283	\$38,990
Teaching: Assoc. Professor	27	\$67,500	\$65,775	\$63,066
Teaching: Asst. Professor	65	\$50,870	\$46,998	\$52,800
Teaching: Instructor	14	\$60,000	\$45,000	\$60,000
Other	141	\$35,000	\$74,247	\$60,537



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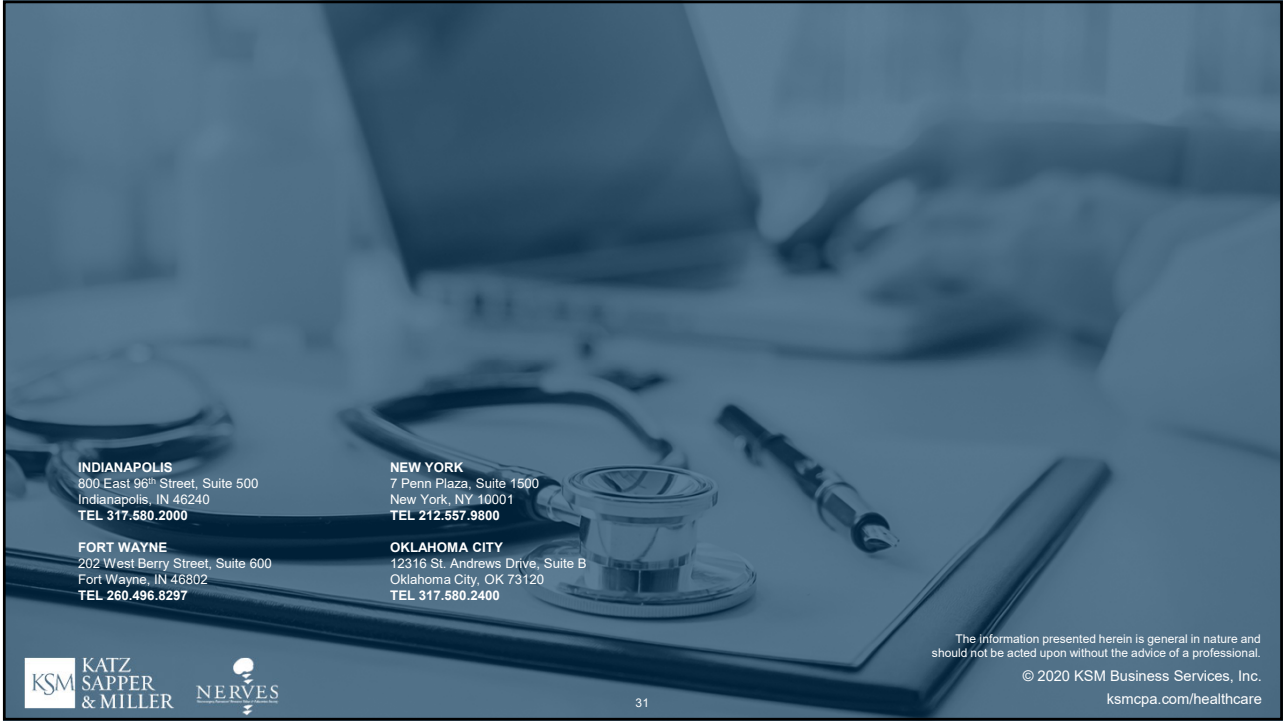
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