

# 2017 National Physician Compensation Survey

## Survey Period and Report Date

Survey instruments will be distributed in February 2017, with submissions accepted through mid-March. Preliminary data will be available via ECGVault in July.

The final report will be published in October 2017.



ECG's survey tool is the industry's most rigorous and accurate benchmarking resource for provider compensation planning.

In 2017, ECG Management Consultants continues to expand its surveys to include independent, integrated, and academic provider organizations from all regions and states. This expansion has provided member organizations with enhanced national, state, and region-specific data and benchmarks as well as specific benchmarks by medical group size, ownership, practice type, and teaching affiliation. ECG's surveys deliver an in-depth review of provider market trends, including provider compensation, production, benefit packages, compensation plan design and metrics by specialty, recruiting efforts and signing bonuses by specialty, CPT code physician profiling, and numerous other key data points.

The 2016 ECG surveys included data from 142 physician specialties and 17 advanced practice provider specialties from 126 physician organizations, representing more than 34,000 practitioners. Together, they contributed to what have been our most comprehensive reports to date.

## Contact Us

For more information about ECG's surveys, please contact:



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## Member Benefits

Members of ECG's 2017 National Physician Compensation Survey receive exclusive access to reports and online benchmarking tools that provide in-depth analysis of state, regional, and national market trends, including the following:

- Detailed analysis of provider trends, issues, and opportunities by ECG's experts, including an analysis of important compensation, production, benefits, and recruiting statistics.
- Detailed compensation metrics by specialty, including base, clinical, nonclinical, value-based (quality and patient satisfaction), and total compensation.
- Production metrics by specialty, including gross revenue, gross professional revenue, net collections, net professional collections, work and total relative value units (RVUs), and compensation-to-production ratios.
- Benefits information, including benefits expense by specialty, benefits as a percentage of compensation, benefits plan composition, continuing medical education days and dollars, and paid time off.

# Select 2016 Members

**Advocate Medical Group,**  
Oakbrook, IL

**Banner Medical Group/Banner Health,** Phoenix, AZ

**Colorado Permanente Medical Group,** Denver, CO

**Dignity Health,**  
San Francisco, CA

**Group Health Permanente,**  
Seattle, WA

**HCA Healthcare,**  
Nashville, TN

**Nebraska Medicine,**  
Omaha, NE

**Palo Alto Medical Foundation,**  
Mountain View, CA

**PeaceHealth Medical Group,**  
Vancouver, WA

**Providence Medical Group,**  
Spokane, WA

**Rutgers New Jersey Medical School,**  
Newark, NJ

**Baylor Scott & White Clinic,**  
Temple, TX

**Seton Healthcare Family,**  
Austin, TX

**Spectrum Medical Group,**  
Grand Rapids, MI

**The Everett Clinic,**  
Everett, WA

**The Iowa Clinic, P.C.,**  
West Des Moines, IA

**Western Connecticut Medical Group, Inc.,** Danbury, CT

- Additional metrics, such as primary care panel size, work standards by specialty, recruiting efforts by specialty, and other operating statistics.
- Access to ECGVault, the online data portal that contains current and historical survey data and benchmarks at the market, organization, and provider level.
- ECGVault allows for robust organization and market trending of provider performance by specialty, custom reporting, and downloading of benchmarks and related materials.

## Survey Methodology

ECG's survey methodology uses clear, uniformly applied definitions and a structured data validation process to transform member responses into useful information. We calculate RVUs from CPT-level data and are thus able to eliminate the RVU data consistency issues that exist in other industry surveys. RVUs and compensation-to-RVU metrics will be calculated and published using the 2016 CMS Medicare Physician Fee Schedule. To ensure data accuracy, each provider's clinical and nonclinical full-time equivalents are defined in detail by ECG.

“ ECG's commitment to quality is reflected in its annual surveys. We have been a participant in the survey since 2000 and rely on the complete and comprehensive information it provides to assess our competitiveness. I encourage all of our peer organizations to participate in ECG's survey and believe other markets would benefit from working with ECG to customize a survey in their local market”

MR. RICHARD H. COOPER  
CHIEF EXECUTIVE OFFICER  
THE EVERETT CLINIC

## About ECG

ECG offers a broad range of strategic, financial, operational, and technology-related consulting services to healthcare providers. With nearly 250 consultants, ECG is a national leader in the industry, providing specialized expertise to community hospitals, academic medical centers, health systems, and medical groups. For more than 40 years, our consultants have played an instrumental role in developing and implementing innovative and customized solutions that effectively address the issues confronting healthcare providers.

ECG's annual provider performance surveys include the *National Physician Compensation Survey* and the *National Pediatric Subspecialty Physician Compensation Survey*.



Strategy



Finance



Technology



Operations