

2018 Physician Compensation Survey

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

Survey Period and Report Date

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

The final report will be published in October.

ECG offers its survey members market-leading data and information critical to provider compensation planning efforts across independent, integrated, and academic organizations. ECG delivers the only survey with access to a comprehensive dataset that can be customized for region and state-specific data, medical group size, ownership, practice type, and teaching affiliation (including faculty rank). ECG's surveys provide an in-depth review of physician and APP market trends, including specialty-specific compensation, production, benefit packages, compensation plan design and incentives, recruiting efforts and signing bonuses, CPT code physician profiling, and numerous other key data points.

The 2017 ECG surveys included data from 151 physician specialties and 20 advanced practice provider specialties from 165 physician organizations, representing more than 41,500 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 2018 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, and value-based (quality and patient satisfaction) compensation, stipends for medical directorships, compensation for APP supervision, 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 2017 Members

Adventist Health, Roseville, CA

Adventist Health System,
Altamonte Springs, FL

Advocate Medical Group, Des Plaines, IL

Basset Medical Group, Cooperstown, NY

Baylor Scott & White Health, Dallas, TX

Carilion Clinics, Roanoke, VA

HealthPartners, Bloomington, MN

Intermountain Medical Group,
Salt Lake City, UT

Legacy Health, Portland, OR

**Maine Medical Center/Maine
Medical Partners**, Scarborough, ME

Spectrum Medical Group,
Grand Rapids, MI

SSM Health, St. Louis, MO

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

**Cambridge Health Alliance Physicians
Organization**, Medford, MA

Colorado Permanente Medical Group,
Denver, CO

Washington Permanente Medical Group,
Seattle, WA

Nebraska Medicine, Omaha, NE

Northwest Permanente, PC, Portland, OR

Orlando Health, Orlando, FL

PeaceHealth Medical Group,
Vancouver, WA

Rutgers Health, Newark, NJ

Stanford University, School of Medicine,
Palo Alto, CA

University of Rochester Medical Center,
Rochester, NY

WellStar Medical Group, Marietta, GA

- **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 2017 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 *Physician Compensation Survey* and the *Pediatric Subspecialty Physician Compensation Survey*.

