# Midwest Provider Compensation, Production, and Benefits Survey

**YEAR 2012**
*Based on 2011 Data*

8TH ANNUAL
MIDWEST

ECG MANAGEMENT CONSULTANTS

LEADING HEALTHCARE FORWARD

## Introduction

We are pleased to announce ECG's eighth annual *Midwest Provider Compensation, Production, and Benefits Survey*, commencing February 2012.

The Midwest survey is fast becoming recognized as the leading source of provider compensation and production benchmarks in the region. ECG's Midwest survey provides an in-depth review of Midwest market trends, including provider compensation, production, benefit packages, compensation plan design and metrics, recruiting efforts and signing bonuses by specialty, malpractice premiums by specialty, and numerous other key data points.

The 2011 Midwest survey included data from 32 organizations located in 7 Midwestern states, representing 3,785 practitioners composed of 3,377 physicians and 408 midlevel providers. Together, they contributed to what is our most comprehensive report to date.

## Survey Period and Report Date

Survey instruments will be distributed February 2012, with submissions accepted through mid-March. Preliminary data will be available in July. The final report will be published October 2012.

## 2011 Participants

**Advocate Medical Group** Oak Brook, IL
**Carle Physician Group** Urbana, IL
**Central DuPage Physician Group** Winfield, IL
**Deaconess Clinic** Evansville, IN
**Dreyer Medical Clinic, Inc.** Aurora, IL
**DuPage Medical Group** Downers Grove, IL
**Edward Hospital and Health Services** Naperville, IL
**Elkhart General Hospital** Elkhart, IN
**Esse Health** St. Louis, MO
**FHN** Freeport, IL
**Grand Lake Physician Practices** St. Marys, OH
**Hennepin Faculty Associates** Minneapolis, MN
**The Iowa Clinic, P.C.** Des Moines, IA
**Iowa Health System**
- **Allen Hospital** Waterloo, IA
- **Iowa Health Physicians** Johnston, IA
- **Partners in Health** Des Moines, IA
- **Sioux City** Sioux City, IA
- **St. Luke's Medical Group** Sioux City, IA
- **Trimark** Storm Lake, IA
- **Trinity - Muscatine** Muscatine, IA
- **Trinity - Quad Cities** Quad Cities, IA

**Mercy Physician Enterprise** Toledo, OH
**ProHealth Care** Pekin, IL
**Rockford Health Physicians** Rockford, IL
**The South Bend Clinic** South Bend, IN
**Sisters of Charity Health System** Cleveland, OH
**Springfield Clinic, LLP** Springfield, IL
**SSM Physicians' Organization** St. Louis, MO
**St. Rita's Professional Services** Lima, OH
**SwedishAmerican Health System** Rockford, IL
**University of Wisconsin Medical Foundation** Middleton, WI
**Wheaton Franciscan Healthcare** Milwaukee, WI

## Participant Benefits

As members of ECG's *Midwest Provider Compensation, Production, and Benefits Survey*, participants receive exclusive access to reports and online benchmarking tools that provide in-depth analysis of regional market trends, including the following:

- Detailed analysis of provider trends, issues, and opportunities by ECG's experts, including analysis of important compensation, production, benefits, and recruiting statistics (e.g., compensation per WRVU).
- Summary graphs, charts, and detailed tables of relevant compensation and production statistics for more than 46 physician specialties and 6 midlevel provider specialties.
- Detailed compensation and production metrics by specialty, including compensation, gross revenue, net collections, net professional collections, and work and total RVUs.
- Benefits information, including benefits expense by specialty, benefits as a percentage of compensation, composition of benefit plans, continuing medical education (CME) days and dollars, and paid time off (PTO).
- Additional metrics include recruiting efforts by specialty, malpractice premiums by specialty, work standards, and other operating statistics.
- Exclusive access to ECG**Vault**, the online data portal that contains current and historical survey benchmarks at the market, organization, and provider level. ECG**Vault** allows for robust organization and market trending of provider performance benchmarks by specialty, standard and custom reporting, as well as downloading of benchmarks and related materials (e.g., graphs, tables).

## Survey Methodology

ECG's survey methodology uses clear, uniformly applied definitions and a structured data validation process to transform participant responses into useful information. We calculate RVUs from CPT-level data and are thus able to eliminate RVU data consistency issues that exist in other industry surveys. RVUs and compensation-to-RVU metrics will be calculated and published using the 2006, 2011, and 2012 CMS Medicare Physician Fee Schedule. To ensure data accuracy, each provider's clinical and nonclinical full-time equivalents (FTEs) are defined in detail by ECG.

> *"ECG's Midwest survey is especially helpful to our organization in understanding how the revaluing of work RVUs by CMS has impacted compensation benchmarks. As the study has expanded to include additional provider organizations across the Midwest, it has expanded the information that assists us and our physicians in understanding Illinois and regional physician performance, compensation, and benefits trends."*
>
> Mr. Stephen R. Voss
> Vice President of Finance
> Advocate Medical Group (Oak Brook, IL), an Advocate Health Care division, with 800 physicians practicing in 110 locations.

## About ECG

ECG offers a broad range of strategic, financial, operational, and technology-related consulting services to healthcare providers. With over 100 consultants, ECG is a national leader in the industry, providing specialized expertise to community hospitals, academic medical centers, health systems, and medical groups. For nearly 40 years, our consultants have played an instrumental role in developing and implementing innovative and customized solutions that effectively address issues confronting healthcare providers.

In addition to the Midwest study, ECG conducts custom studies including the *Cardiac Service Line Best Practices Survey*, the *Faculty Practice Plan Physician Reimbursement Survey*, the *National Pediatric Subspecialty Physician Compensation, Production, and Benefits Survey*, and regional compensation, production, and benefits surveys, including Northwest and Southeast surveys that include data for more than 14,000 providers.

### CONTACT INFORMATION

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