

**AAAAI Practice  
Management  
Financial Survey Results  
October, 2007**

# Purpose

- Allows us to monitor practicing allergist's average performances over time
- Allows us to establish benchmarks that we can use for internal comparisons
- Educates all so that we can eliminate the uncertainty and confusion when negotiating with a new associate

# 2007 Financial Data Survey:

- Survey data was collected over the internet on the Academy web site at [www.aaaai.org](http://www.aaaai.org)
- Members logged into members only area, then clicked on link to survey
- 16 questions on practice demographics asked along with information on charges, collections, and expenses

# 2007 Financial Data Survey:

- Survey data collected from April 1 to August 31, 2007 for 2006 financial results
- 111 practices representing 267 physicians responded, but several did not adequately fill out charge, collection, and expense data

# Manpower Utilization

<b>Job Description</b>	<b>% practices</b>
Practice Administrator	36.5 %
Office Manager	61.5 %
(Employ both)	18.7 %
Clinical Supervisor	47.1 %
Asthma Educator	20.2 %
Billing Supervisor	57.7 %
Bookkeeper	41.0 %

# Employ Physician Extenders

- 38.7% of practices (43/111) report employing physician extenders (PA or APRN)
- 15/43 practices employ more than 1 extender
- 32.15% (18/56) of solo practices employ extenders

# Who's Giving Immunotherapy

	% of practices reporting uses this staffer
Physicians	26.2 % (28/111 practices)
RNs	67.3% (72/111 practices)
LPNs	54.2% (58/111 practices)
Medical Assistants	41.1% (44/111 practices)
Physician Extenders	3.7% ( 4/111 practices)

# Work Hours

- 19.8% (22 of 111) practices report working Saturday hours
- 0% work Sundays
- 33.3% (37/111) report starting hours <8 am an average of  $2.24 \pm 1.38$  days/week
- 50% (56/111) report having “evening hours”, but 72% (80/ 111) report working past 5 pm an average of  $2.20 \pm 1.10$  days/wk

# Participation in Clinical Trials

- 50 out of 111 practices report participating in clinical research trials
- Participation apparently did not reflect a change in fee collections/physician for patient services (data collected should not have included revenue from trials)

# AAAAI Practice Management Financial Survey Data

□ 89 practices of 210 physicians

	<b>Median</b>	<b>Mean</b>	<b>Ranges</b>
<b>Charges</b>	997,564	1,177,324 ± 690,973	200,000 to 3,326,073
<b>Collections</b>	736,930	819,960 ± 463,439	125,000 to 2,597,020
<b>Expenses</b>	420,000	466,168 ± 256,589	95,000 to 1,000,000
<b>Profit</b>	319,717	351,984 ± 198,042	46,000 to 1,000,000

# Result Comparison 2006 to 2007 (median values)

	<b>2006 results</b> (n= 53 pract/139 phys)	<b>2007 results</b> (n=89 pract/210 phys)
<b>Collections</b>	695,101	736,930
<b>Expenses</b>	387,500	420,000
<b>Profit</b>	270,000	319,717

# Collection Ratio Results

- Collection ratio (collections/charges):

Median:	0.70416
Mean:	0.70011
Range:	0.3909 - 1.0000

# Expense Ratio Results

- Expense ratio (expenses/collections):

Median:	0.57692
Mean + SD:	0.56342 $\pm$ 0.14217
Range:	0.24133 to 0.92333

# Group Versus Solo Breakdown (mean)

	<b>Solo (n=50)</b>	<b>Group 2 &amp; 3 (21 for 47)</b>	<b>Group <math>\geq</math> 4 (18 for 113)</b>
<b>Charges</b>	1,181,307 $\pm$ 716,304	932,021 $\pm$ 401,864	1,439,263 $\pm$ 802,929
<b>Collections</b>	804,985 $\pm$ 477,495	643,826 $\pm$ 238,435	1,058,601 $\pm$ 531,425
<b>Expenses</b>	469,028 $\pm$ 255,987	355,371 $\pm$ 176,239	576,726 $\pm$ 293,626
<b>Profit</b>	354,063 $\pm$ 232,213	301,390 $\pm$ 111,952	404,012 $\pm$ 164,298

# Group Versus Solo Breakdown (median)

	<b>Solo (n=50)</b>	<b>Group 2 &amp; 3 (21 for 47)</b>	<b>Group <math>\geq</math> 4 (18 for 113)</b>
<b>Charges</b>	951,319	888,306	1,156,002
<b>Collections</b>	692,551	675,000	874,060
<b>Expenses</b>	400,000	365,544	517,446
<b>Profit</b>	300,000	274,891	403,342

# Breakdown by Region (median)

	<b>Charges</b>	<b>Collect</b>	<b>Expense</b>	<b>Profit</b>
<b>Northeast</b> (25 for 46)	866,829	604,263	400,000	335,539
<b>South</b> (23 for 58)	1,131,412	780,067	478,562	322,800
<b>Central</b> (16 for 54)	950,937	1,138,793	555,654	319,717
<b>Mideast</b> (16 for 32)	1,183,712	757,192	455,464	340,980
<b>West</b> (9 for 20)	900,000	675,000	257,350	252,800

# Physician Extender Effect

	Practices with (36 of 107 phys)	Practices without (53 of 103 phys)
<b>Charges</b> (median/mean)	1,150,000 1,326,547	896,889 1,074,917
<b>Collections</b> (median/mean)	841,667 912,438	645,358 756,906
<b>Expenses</b> (median/mean)	433,333 523,036	391,945 422,095
<b>Profit</b> (median/mean)	351,718 401,500	279,000 313,894

# Preliminary Results

## Immunotherapy % in Billing

Median	0.35300
Mean	0.3524
St. Dev.	<u>±</u> 0.15938
Range	0.0222 to 0.68065