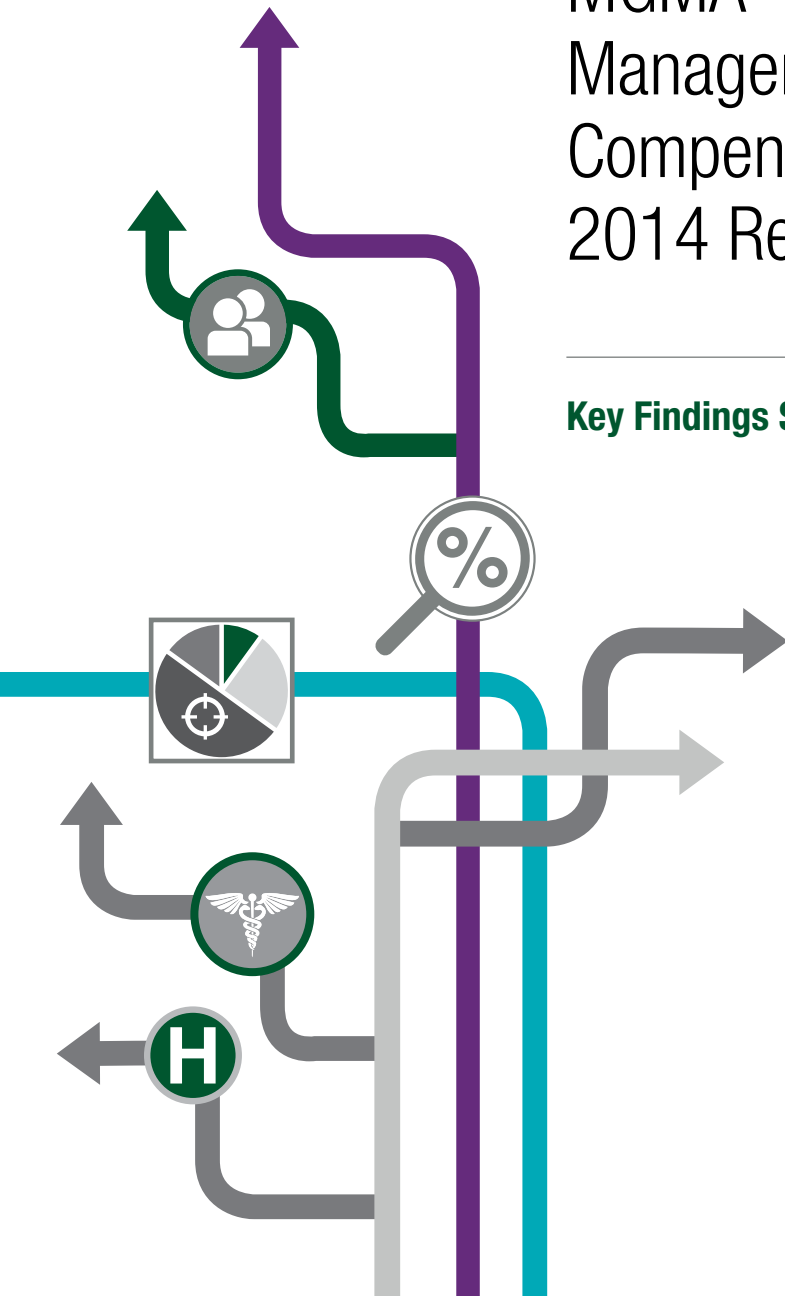




MGMA Management Compensation Survey: 2014 Report Based on 2013 Data

Key Findings Summary Report



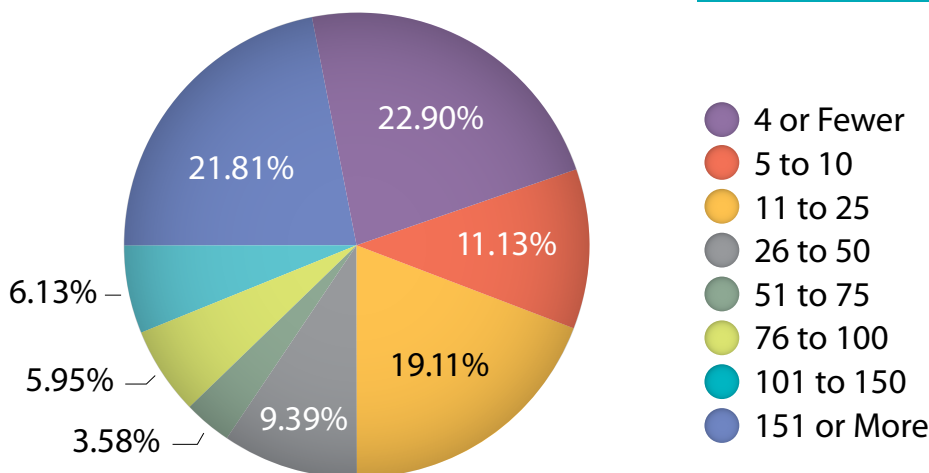
MGMA Management Compensation Survey: 2014 Report Based on 2013 Data

Each year, MGMA surveys its members and nonmembers to obtain the most recent management compensation data. This year's survey remains the gold standard for benchmarking data, representing:

1,605 groups and
13,993 managers.

The MGMA Data Solutions staff reached the following results and conclusions by current-year trend analyses. These analyses provide insight on compensation and benefits for the physician executive, executive management, senior management, general management, specialist and supervisor sectors. The median is used in these analyses, and the report reflects data submitted for the 2013 fiscal year.

Management Personnel — Participation by Group Size (per FTE physician)



Almost 25% of participating managers are from groups with four or fewer FTE physicians.

Key Findings

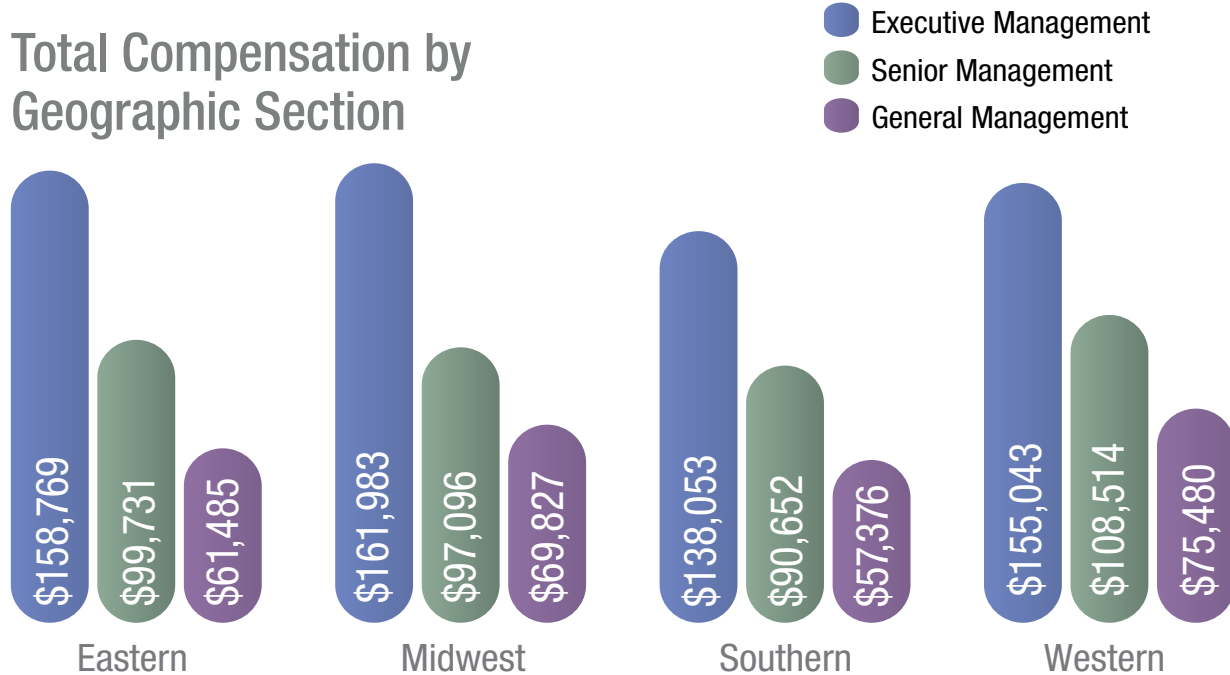
➔ **Years of experience** plays a factor in compensation amounts. All management levels, aside from general management, receive the **most compensation at the highest years of experience** reported.

➔ Physician executives in **multispecialty** groups report receiving a **54% greater annual bonus/incentive** amount than their single-specialty counterparts.

➔ Senior managers in **hospital/IDS-owned** groups report receiving **14% higher compensation** than that reported by their physician-owned counterparts, but receive 14% less in **retirement benefits**.

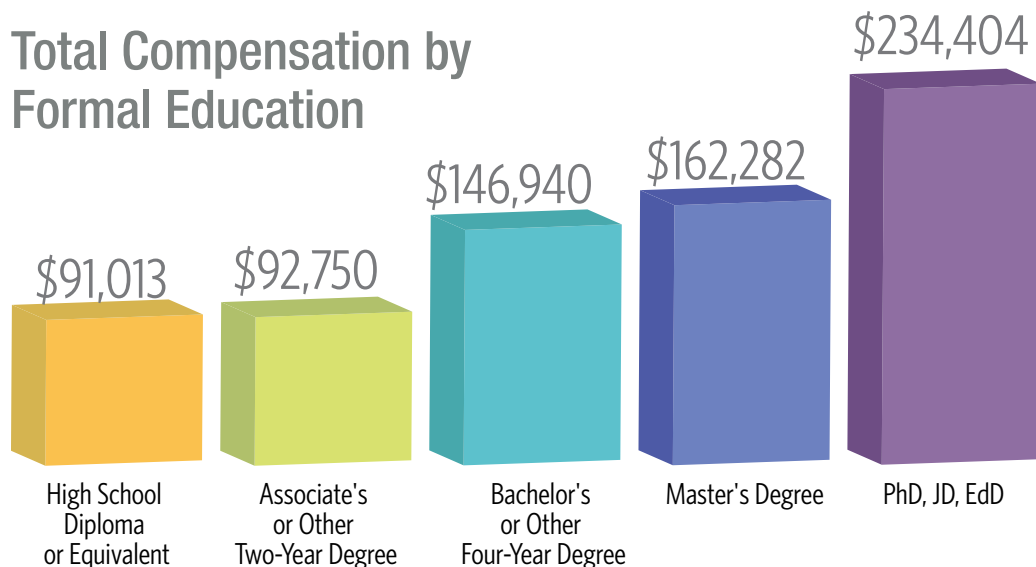
Compensation by Geographic Region

The **midwest geographic section** reports the **highest compensation** among executive management (\$161,983). The lowest compensation for executive management is found in the southern section (\$138,053). Both senior management and general management report the highest compensation in the western geographic section and the lowest compensation in the southern section.



Education Pays Off

Compensation increases with level of education for executive management personnel. Executive management with PhDs report 44% more compensation than that reported by fellow executive management at the next-highest education level.



Practice Type

Management personnel in **multispecialty** groups **report higher compensation** than their **single-specialty** counterparts in all levels of management except the physician executives. The largest difference in compensation between single-specialty and multispecialty groups is at the executive management level, with 30% difference.

Total Compensation by Practice Type

