
Key Findings Summary Report
Each year, MGMA surveys its members and nonmembers to obtain the most recent cost and revenue data. This year’s survey remains the industry leader for benchmarking data, representing 136 groups.

The Data Solutions staff reached the following results and conclusions by historical and current-year trend analyses. These analyses provide insight on factors that influence cost and revenue measures in Anesthesiology and Pain Management practices. The median is used in the analysis, and the report reflects data submitted for the 2013 fiscal year.

### Factors Influencing Cost and Revenue

#### Staffing Model Influences Practice Revenue Metrics

Anesthesiology practices with a staffing model of 1 or more Certified Registered Nurse Anesthetist/Anesthesia Assistant (CRNA/AA) per physician report $369,007 more in total medical revenue than practices with fewer than 1 CRNA/AA per physician, and $544,318 more than physician only practices.

The same effect is reported for total medical revenue after operating cost. Practices with 1 or more CRNA/AA per physician report $336,405 higher total medical revenue after operating cost than practices with fewer than 1 CRNA/AA per physician and $449,930 higher than practices with physicians only.

### Revenue Metrics per FTE Physician by Staffing Model

<table>
<thead>
<tr>
<th>Staffing Model</th>
<th>Total Medical Revenue</th>
<th>Total Medical Revenue after Operating Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Physician Only</td>
<td>$482,910</td>
<td>$910,891</td>
</tr>
<tr>
<td>Fewer than 1 CRNA/AA per Physician</td>
<td>$658,221</td>
<td>$574,486</td>
</tr>
<tr>
<td>1 or More CRNA/AA per Physician</td>
<td>$1,027,228</td>
<td>$460,961</td>
</tr>
</tbody>
</table>
Surgical Cases are the Majority of Cases Performed

Surgical cases are the most performed cases for Anesthesiology practices, with 1,264 cases per FTE physician. This is 1,056 more cases than labor epidurals, c-sections, epidurals, follow-up visits and nerve blocks combined.

Obstetrical and Acute Pain Cases

<table>
<thead>
<tr>
<th>Cases Type</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Surgical Cases</td>
<td>1,264</td>
</tr>
<tr>
<td>Labor Epidurals</td>
<td>75</td>
</tr>
<tr>
<td>C-Sections</td>
<td>25</td>
</tr>
<tr>
<td>Epidurals</td>
<td>6</td>
</tr>
<tr>
<td>Follow-Up Visits</td>
<td>31</td>
</tr>
<tr>
<td>Nerve Blocks</td>
<td>71</td>
</tr>
</tbody>
</table>

Key Findings

- Anesthesia practices report **10,385 ASA units** per anesthetizing location.
- **Physician-owned** Anesthesiology practices report **1,651 total procedures** per FTE physician compared to **1,511 in 2012**.
- **Anesthesiology: Pain Management** practices report **1,202 patients** per FTE physician.
Practices Report Increases in Both Physician Units and Physician Time Units

Anesthesiology practices report an increase in the number of total physician units and total physician time units since 2012. While the increases are incremental, a 7.9% increase in total physician time units and a 3.2% increase in total physician units per FTE physician, this increasing trend has been reported since 2006.

Decreases in Average Utilization Percentages of Operating Rooms Reported

Since 2012, the average utilization percentages for ORs at largest hospital covered have fallen by 3% for Anesthesiology practices. Average utilization percentages for ORs at largest surgery center covered also show a slight decrease of 2%.

Average Utilization Percentages for ORs at Largest Hospital and Largest Surgery Center
Differences in Cost and Revenue Reported by Number of Trauma Centers

Anesthesiology practices that have **1 trauma center or more** report **44.4% lower total general operating cost** per FTE physician and **23.9% lower total operating cost** per FTE physician than practices with **no trauma centers**.

The total number of trauma centers has the **opposite effect on total medical revenue**. Practices with no trauma centers report **3.7% higher total medical revenue per FTE physician** than practices with **1 trauma center or more**.

<table>
<thead>
<tr>
<th></th>
<th>No Trauma Centers</th>
<th>1 Trauma Center or More</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total General Operating Cost</td>
<td>$78,050</td>
<td>$43,388</td>
</tr>
<tr>
<td>Total Operating Cost</td>
<td>$101,114</td>
<td>$76,925</td>
</tr>
<tr>
<td>Total Medical Revenue per FTE Physician</td>
<td>$830,774</td>
<td>$800,796</td>
</tr>
</tbody>
</table>

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**Physician Placement Starting Salary**
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**Medical Directorship and On-call Compensation**
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MGMA DataDive for On-Call – item 8749
Printed report (medical directorship and on-call data) – item 8747

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