2018 MGMA COMPENSATION AND PRODUCTION SURVEY
(*Asterisks denote required questions)

*Note: The Practice Profile must be completed before beginning any of the MGMA Surveys*

Time is a valuable thing! We’ve created a tiered participation benefit structure to ensure we reward you for the time spent completing the surveys. See details regarding the tiers for each survey below.

<table>
<thead>
<tr>
<th>TIER 1</th>
<th>Submit the minimum amount of data required to be considered an eligible survey participant and receive this tier of the participation benefit.</th>
</tr>
</thead>
<tbody>
<tr>
<td>TIER 2</td>
<td>Provide us with more than the minimum and we’ll reward you with access to expanded benchmarking data in addition to the Tier 1 benefit.</td>
</tr>
</tbody>
</table>

Click here to view full participation benefits details.

Click here to view the survey guide and learn more about what’s included in each question.

Use the checklist below to help you compile answers in preparation for survey participation.

### PRACTICE DEMOGRAPHICS

<table>
<thead>
<tr>
<th>*Practice NPI number</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>*University Name</td>
<td></td>
</tr>
<tr>
<td>ACADEMIC PRACTICES ONLY</td>
<td></td>
</tr>
<tr>
<td>*Medical School Name</td>
<td></td>
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<tr>
<td>ACADEMIC PRACTICES ONLY</td>
<td></td>
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<tr>
<td>*Department Name</td>
<td></td>
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<tr>
<td>ACADEMIC PRACTICES ONLY</td>
<td></td>
</tr>
<tr>
<td>*For the purpose of reporting the information in this questionnaire, what fiscal year was used?</td>
<td></td>
</tr>
<tr>
<td>What is your practice’s legal organization?</td>
<td></td>
</tr>
<tr>
<td>Is your practice a Federally Qualified Health Center (FQHC)?</td>
<td></td>
</tr>
<tr>
<td>Is your practice a Rural Health Clinic (RHC)?</td>
<td></td>
</tr>
<tr>
<td>*Is your program sponsored by a medical school or is it a nonmedical school sponsored program?</td>
<td></td>
</tr>
<tr>
<td>ACADEMIC PRACTICES ONLY</td>
<td></td>
</tr>
<tr>
<td>*Total physician FTE in practice</td>
<td></td>
</tr>
<tr>
<td>*Total nonphysician provider FTE in practice</td>
<td></td>
</tr>
</tbody>
</table>
### Practice Demographics (Continued)

- *Number of other FTE faculty in department*
- ACADEMIC PRACTICES ONLY
- *Total support staff FTE in practice*
- How did your practice store medical records for the majority of patients served?
- How many years has your EHR been fully implemented in your practice?
- *What was the total medical revenue (collections) for your practice?*
- *What was the total patient care revenue for your department?*
- ACADEMIC PRACTICES ONLY
- What is your ACO affiliation?*
- ACO PRACTICES ONLY
- PCMH Accreditation/Recognition
- PCMH PRACTICES ONLY

### Provider Demographics

- *Provider Name*
- Provider NPI
- *Physician or Nonphysician Provider Specialty*
- *Provider Rank*
- ACADEMIC PRACTICES ONLY
- Provider Gender
- *Employment Status*
- *Type of On-Call Coverage Provided (if you plan to submit data for your providers that took call)*
- *Provider had Medical Directorship Duties (if you plan to submit data for your medical directorships)*
- Type of Compensation Tax Form
- Years in Specialty

### FTE Demographics

- *Full-Time Equivalent*
- *% Billable Clinical*
- *% Administrative*
- *% Teaching*
- *% Research*
- *% Other*
### FTE DEMOGRAPHICS (CONTINUED)
- Actual Hours Worked per Week
- Actual Hours Worked per Year
- Vacation offered (in Weeks)

### PROVIDER COMPENSATION
- **Base Compensation**  
  ACADEMIC PRACTICES ONLY
- **Total Compensation**
- **First Year Guaranteed Compensation**  
  NEW HIRES ONLY
- **% of Total Compensation based on Straight/Base Salary**
- **% of Total Compensation based on Productivity**
- **% of Total Compensation based on Quality and Patient Experience Metrics**
- **% of Total Compensation based on On-Call Compensation**
- **% of Total Compensation based on Other Compensation Metrics**
- **Method by which the Provider is Compensated for On-Call Coverage**  
  ON-CALL PROVIDERS ONLY
- **Amount Compensated per On-Call Compensation Method**  
  ON-CALL PROVIDERS ONLY
- **Number of Hours per On-Call Compensation Method (if no additional compensation is offered, report hours per week)**  
  ON-CALL PROVIDERS ONLY
- **Holiday On-Call Compensation Amount (per day)**  
  ON-CALL PROVIDERS ONLY
- **Weekend On-Call Compensation Amount (per day)**  
  ON-CALL PROVIDERS ONLY
- **Method by which the Medical Director is Compensated**  
  MEDICAL DIRECTORSHIPS ONLY
- **Directorship Compensation per Method**  
  MEDICAL DIRECTORSHIPS ONLY
- **Directorship Hours per Week**  
  MEDICAL DIRECTORSHIPS ONLY
- **Total Annualized Directorship Compensation**  
  MEDICAL DIRECTORSHIPS ONLY
### ADDITIONAL PROVIDER INFORMATION

- Additional Compensation
- Bonus/Incentive Amount
- Retirement Benefits
- Compensation Includes Revenue from Separate Facility Fee
- Internal or External Directorship
  - MEDICAL DIRECTORSHIPS ONLY

### PROVIDER PRODUCTION

- *Are External Providers Included in Productivity?*
- *Can NPP Bill Under Them Self?*
  - NONPHYSICIAN PROVIDERS ONLY
- *Total RVUs*
- *Work RVUs*
- ASA Units
  - ANESTHESIOLOGY ONLY
- Collections for Professional Charges
- Professional Gross Charges
- *% of TC Included in Collections and Charges*
- Provider Panel Size
- Total Number of Patient Encounters
- Number of Outpatient E&M Codes
- Number of Inpatient E&M Codes

### PLACEMENT INFORMATION (NEW HIRES ONLY)

- *Which State did the Provider Relocate from?*
- *Hired Out of Residency or Fellowship*
- Amount of Relocation Expenses Paid
- Production Bonus Amount Offered
- Nose Coverage Amount Offered
- Tail Coverage Amount Offered
- Signing Bonus Amount Offered
- Loan Forgiveness Amount
### Placement Information (New Hires Only) (continued)

| First Year CME Paid Time Off (in Weeks) |
| Amount of CME Paid |

### Staff Demographics

| Staff Name |
| Position Title |
| Certified in Position |
| Lead in Position |
| Employment Status |
| Full-Time Equivalent |
| Actual Hours Worked per Week |
| Staff Gender |
| ACMPE Status |
| Formal Education |
| Years of Position Experience |

### Staff Compensation

| Total Annual Compensation |
| Hourly Rate Compensation |
| Compensation Method |
| Annual Overtime Compensation |
| Annual Bonus/Incentive Amount |
| Annual Retirement Benefits excluding FICA |
| Total Paid Time Off (PTO) Offered (in Hours) |
| Total Paid Time Off for Continuing Education (in Hours) |
| Continuing Education Amount Offered (in Dollars) |