**2019 MGMA COST AND REVENUE 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.

| TIER 1 | Submit the **minimum** amount of data required to be considered an eligible survey participant and receive this tier of the participation benefit. |
| TIER 2 | 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. |

**Click here to view full participation benefits details.**

**Note:** Practices that are “Multispecialty with specialty care only” will be asked to break out data for each specialty in the Cost and Revenue Survey.

**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.

### DEMOGRAPHICS

- [ ] *What is your practice NPI number?*
- [ ] *For the purpose of reporting the information in this questionnaire, what fiscal year was used?*
- [ ] What is your practice’s legal organization?
- [ ] Is your practice a Federally Qualified Health Center (FQHC)?
- [ ] Is your practice a Rural Health Clinic (RHC)?
- [ ] How did the practice store information for the majority of patients served by your practice?
- [ ] How many years has your EHR been fully implemented in your practice?
- [ ] How many branch/satellite clinics did your practice have, not counting the primary location?
- [ ] What was the gross square footage of all practice facilities?
- [ ] Does your organization rent or own its space?
- [ ] What accounting method was used for tax reporting purposes?
- [ ] What accounting method was used for internal management purposes?
### DEMOGRAPHICS (CONTINUED)

- Did your practice provide ancillary/supplementary services? Such services are those that are provided as part of, or are wholly owned by the practice.
- *Did your practice utilize a care team model? ANESTHESIOLOGY PRACTICES ONLY*

### CHARGES

- Gross fee-for-service charges
- Adjustments to fee-for-service charges
- Adjusted fee-for-service charges
  - \((\text{Gross fee-for-service charges} \, - \, \text{Adjustments to fee-for-service charges})\)
- Bad debts due to fee-for-service activity
- Gross charges for patients covered by capitation contracts
- Total gross charges
  - \((\text{Gross fee-for-service charges} \, + \, \text{Gross charges for capitation contracts})\)

### REVENUE

- *Total net fee-for-service collections/revenue*
- Gross capitation revenue
- Purchased services for capitation patients
- Net capitation revenue
  - \((\text{Gross capitation revenue} \, - \, \text{Purchased services for capitation patients})\)
- Other medical revenue (research contract revenue, honoraria, teaching income)
- Revenue from hospital (include hospital subsidies)
- Revenue from the sale of medical goods and services
- Gross revenue from other medical activities
  - \((\text{Other medical revenue} \, + \, \text{Revenue from hospital} \, + \, \text{Revenue from sale of medical goods and services})\)
- Cost of sales and/or cost of other medical activities
- Net other medical revenue
  - \((\text{Gross revenue from other medical activities} \, - \, \text{Cost of sales/other medical activities})\)
- *Total medical revenue*
  - \((\text{Total net fee-for-service collections/revenue} \, + \, \text{Net capitation revenue} \, + \, \text{Net other medical revenue})\)
### REVENUE (CONTINUED)
- Nonmedical revenue (investment and rental revenue)
- Extraordinary nonmedical revenue
- Financial support for operating costs (from parent organization)
- Goodwill amortization
- Nonmedical cost (income taxes)
- Extraordinary nonmedical cost
- Net nonmedical income or loss
  \[((\text{Nonmedical revenue} + \text{Extraordinary nonmedical revenue} + \text{Financial support for operating cost}) - \text{Goodwill amortization} - \text{Nonmedical cost} - \text{Extraordinary nonmedical cost})\]

### STAFF
- General administrative FTE and Cost
- Patient accounting FTE and Cost
- General accounting FTE and Cost
- Managed care administrative FTE and Cost
- Information technology FTE and Cost
- Housekeeping, maintenance, security FTE and Cost
- **Total business operations support staff FTE and Cost**
  (Add General administrative through Housekeeping, maintenance, security)
- Medical receptionists FTE and Cost
- Medical secretaries, transcribers FTE and Cost
- Medical records FTE and Cost
- Other administrative support FTE and Cost
- **Total front office support staff FTE and Cost**
  (Add Medical receptionists through Other administrative support)
- Registered nurses FTE and Cost
- Licensed practical nurses FTE and Cost
- Medical assistants, nurse’s aides FTE and Cost
- **Total clinical support staff FTE and Cost**
  (Add Registered nurses through Medical assistants, nurse’s aides)
- Clinical laboratory FTE and Cost
### STAFF (CONTINUED)

- [ ] Radiology and imaging FTE and Cost
- [ ] Other medical support services FTE and Cost
- [ ] *Total ancillary support staff FTE and Cost
  (Add Clinical laboratory, Radiology and imaging, Other medical support services)
- [ ] *Total employed support staff FTE and Cost
  (Business operations + Front office + Clinical + Ancillary)
- [ ] *Total employed support staff benefit cost
- [ ] Total contracted support staff (temporary) FTE and Cost
- [ ] *Total support staff FTE and Cost
  (Total employed support staff + Benefit cost + Contracted support staff)

### EXPENSES

- [ ] Information technology
- [ ] Drug supply
- [ ] Medical and surgical supply
- [ ] Building and occupancy
- [ ] Building depreciation
- [ ] Furniture and equipment
- [ ] Furniture and equipment depreciation
- [ ] Administrative supplies and services
- [ ] Professional liability insurance premiums
- [ ] Other insurance premiums
- [ ] Legal fees
- [ ] Consulting fees
- [ ] Outside professional fees
- [ ] Promotion and marketing
- [ ] Clinical laboratory
- [ ] Radiology and imaging
- [ ] Other ancillary services
- [ ] Billing and collections purchased services
- [ ] Management fees paid to an MSO or PPMC
### EXPENSES (CONTINUED)

- Miscellaneous operating cost
- Cost allocated to medical practice from parent organization
- **Total general operating cost**  
  (Add Information technology through Cost allocated to medical practice)
- **Total operating cost**  
  (Total support staff cost + Total general operating cost)

### PROVIDERS

- Nonphysician provider compensation
- Nonphysician provider benefit cost
- **Total nonphysician providers FTE and Cost**  
  (Nonphysician provider compensation + Nonphysician provider benefit cost)
- Primary care physicians FTE
- Nonsurgical specialty physicians FTE
- Surgical specialty physicians FTE
- Total physician compensation
- Total physician benefit cost
- **Total physicians FTE and Cost**  
  (Primary care FTE + Nonsurgical FTE + Surgical physicians FTE)  
  (Total physician compensation + Physician benefit cost)
- **Total providers FTE and Cost**  
  (Total nonphysician providers + Total physicians)
- Faculty anesthesiologists FTE and Cost  
  ANESTHESIOLOGY PRACTICES ONLY
- **Nonfaculty anesthesiologists Non-Group Paid FTE, Group Paid FTE and Cost**  
  ANESTHESIOLOGY PRACTICES ONLY
- Contracted anesthesiologists Non-Group Paid FTE, Group Paid FTE and Cost  
  ANESTHESIOLOGY PRACTICES ONLY
- Employed CRNAs Non-Group Paid FTE, Group Paid FTE and Cost  
  ANESTHESIOLOGY PRACTICES ONLY
- Contracted CRNAs Non-Group Paid FTE, Group Paid FTE and Cost  
  ANESTHESIOLOGY PRACTICES ONLY
- SRNAs Non-Group Paid FTE, Group Paid FTE and Cost  
  ANESTHESIOLOGY PRACTICES ONLY
- Anesthesiology assistants Non-Group Paid FTE, Group Paid FTE and Cost  
  ANESTHESIOLOGY PRACTICES ONLY
### Providers (Continued)
- Residents/fellows Non-Group Paid FTE, Group Paid FTE and Cost

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### Net Income
- **Total Medical Revenue after Operating Cost**
  \[
  \text{Total medical revenue - Total operating cost}
  \]
- **Net Practice Income or Loss**
  \[
  \text{Total medical revenue after operating cost - Total provider cost + Net nonmedical income or loss}
  \]

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### Performance
- Current to 30 days in A/R
- 31 to 60 days
- 61 to 90 days
- 91 to 120 days
- Over 120 days
- Total Accounts Receivable
  \[
  \text{(Current to 30 days + 31 to 60 days + 61 to 90 days + 91 to 120 days + Over 120 days)}
  \]
- Did your practice re-age accounts receivable when a balance was transferred to a secondary carrier or the patient’s private account?
- Medicare percent of gross charges
- Medicaid percent of gross charges
- Commercial percent of gross charges
- Workers’ compensation percent of gross charges
- Charity care percent of gross charges
- Self-pay percent of gross charges
- Other federal government payers percent of gross charges
- **Total Payer Mix Gross Charges**
  \[
  \text{(Medicare through Other federal government payers)}
  \]
- **Specify the Number of Level 1, 2 and 3 Trauma Centers Serviced**
- **Number of Hospital, Same-Day Surgery Center, Surgeon Offices and Other Facilities Staffed**
- **Number of Hospital, Same-Day Surgery Center, Surgeon Offices and Other Anesthetizing Locations**
### PERFORMANCE (CONTINUED)

- What was the average utilization percentage for the operating rooms that you covered at your largest hospital?
  - ANESTHESIOLOGY PRACTICES ONLY
- What was the average utilization percentage for the operating rooms you covered at your largest surgery center?
  - ANESTHESIOLOGY PRACTICES ONLY
- What would your group consider a reasonable utilization percentage to expect for a new operating room?
  - ANESTHESIOLOGY PRACTICES ONLY
- What was the total number of hospitals covered that paid a stipend?
  - ANESTHESIOLOGY PRACTICES ONLY
- *Total stipend amount for top 3 entities*
  - ANESTHESIOLOGY PRACTICES ONLY
- Number of beds for top 3 entities
  - ANESTHESIOLOGY PRACTICES ONLY

### PRODUCTION

- Medical procedures conducted inside the practice's facilities: Number of procedures and Gross charges
- Medical procedures conducted outside the practice's facilities: Number of procedures and Gross charges
- Surgery and anesthesia procedures conducted inside the practice's facilities: Number of procedures and Gross charges
- Surgery and anesthesia procedures conducted outside the practice's facilities: Number of procedures and Gross charges
- Clinical laboratory and pathology procedures: Number of procedures and Gross charges
- Diagnostic radiology and imaging procedures: Number of procedures and Gross charges
- Total procedures and procedural gross charges
  - *(Medical procedures + Surgery and anesthesia procedures + Clinical laboratory + Diagnostic radiology)*
- Nonprocedural gross charges
- Total gross charges
  - *(Total procedural gross charges + Nonprocedural gross charges)*
- *Work RVUs*
- *Total RVUs*
- ASA units
  - ANESTHESIOLOGY PRACTICES ONLY
- *Number of individual patients*
### PRODUCTION (CONTINUED)

<table>
<thead>
<tr>
<th>Activity</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of patient encounters</td>
<td></td>
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<tr>
<td>Practice panel size for the past 18 months</td>
<td>CARDIOLOGY AND PRIMARY CARE PRACTICES ONLY</td>
</tr>
<tr>
<td>Surgical anesthesia: ¹Physician base units, ¹Physician Minutes, Charge per ASA Unit, ¹Number of cases, Gross charges, Total medical revenue</td>
<td>ANESTHESIOLOGY PRACTICES ONLY</td>
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<tr>
<td>Labor epidurals: ¹Number of cases, Gross charges, Total medical revenue</td>
<td>ANESTHESIOLOGY PRACTICES ONLY</td>
</tr>
<tr>
<td>C-Sections: ¹Number of cases, Gross charges, Total medical revenue</td>
<td>ANESTHESIOLOGY PRACTICES ONLY</td>
</tr>
<tr>
<td>Epidurals: ¹Number of cases, Gross charges, Total medical revenue</td>
<td>ANESTHESIOLOGY PRACTICES ONLY</td>
</tr>
<tr>
<td>Follow-up visits: ¹Number of cases, Gross charges, Total medical revenue</td>
<td>ANESTHESIOLOGY PRACTICES ONLY</td>
</tr>
<tr>
<td>Nerve blocks for post op pain: ¹Number of cases, Gross charges, Total medical revenue</td>
<td>ANESTHESIOLOGY PRACTICES ONLY</td>
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<tr>
<td>Critical care services: ¹Number of cases, Gross charges, Total medical revenue</td>
<td>ANESTHESIOLOGY PRACTICES ONLY</td>
</tr>
<tr>
<td>Other (lines, intubations, etc.): ¹Number of cases, Gross charges, Total medical revenue</td>
<td>ANESTHESIOLOGY PRACTICES ONLY</td>
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<tr>
<td>¹Total for anesthesiology procedures: Number of cases, Gross charges, Total medical revenue</td>
<td>ANESTHESIOLOGY PRACTICES ONLY</td>
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<tr>
<td>Claims processed per biller</td>
<td>ANESTHESIOLOGY PRACTICES ONLY</td>
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