



# MGMA COMPENSATION AND PRODUCTION SURVEY SUGGESTED REPORTS

The following is a list of suggested reports to complete the survey questions. Questions with an \* denote required questions.

## INCOME STATEMENT

The following data can be pulled from your practice's income statement:

### PRACTICE DEMOGRAPHIC INFORMATION

- \*Total patient care revenue (ACADEMIC ONLY)
- \*Total medical revenue
- \*Fiscal year

## HUMAN RESOURCES

The following data can be found within your practice Human Resources or employment records:

### PRACTICE DEMOGRAPHIC INFORMATION

- \*Practice NPI number
- \*University name (ACADEMIC ONLY)
- \*Medical school name (ACADEMIC ONLY)
- \*Department name (ACADEMIC ONLY)
- \*Is your program sponsored by a medical school or nonmedical school program? (ACADEMIC ONLY)

### PROVIDER DEMOGRAPHIC INFORMATION

- Provider gender
- Vacation offered (in hours)
- Total sick time offered (in hours)
- Total paid time off (PTO) offered (in hours)
- Years in specialty

### PROVIDER NEW HIRE INFORMATION

- \*Which state did the provider relocate from?
- \*Hired out of residency/fellowship (PHYSICIANS ONLY)
- Amount of relocation expenses paid
- Production bonus amount offered
- Tail coverage amount offered
- Signing bonus amount offered

- Loan forgiveness amount offered
- First year CME paid time off (in weeks)
- Amount of CME expenses paid

### STAFF DEMOGRAPHIC INFORMATION

- \*Certified in position
- Lead in position
- Staff gender
- ACMPE status
- Formal education
- Years of experience
- Total paid time off (PTO) offered (in hours)
- Continuing education amount offered (in dollars)
- Vacation offered (in hours)
- Total sick time offered (in hours)
- Total paid time off for continuing education (in hours)

## PAYROLL

The following data can be pulled from your practice's payroll report, Human Resource records and/or provider contracts or agreements:

### PROVIDER DEMOGRAPHIC INFORMATION

- Total physician FTE
- \*Total other faculty FTE (ACADEMIC ONLY)
- \*Total nonphysician provider FTE
- \*Provider name
- \*Employment status
- Provider NPI
- \*Physician or nonphysician specialty
- \*Provider rank
- Type of compensation tax form

### PROVIDER FTE INFORMATION

- \*Full-time equivalent
- \*% Billable clinical
- \*% Administrative
- \*% Teaching
- \*% Research
- \*% Other
- Actual hours worked per week
- Actual hours worked per year

### PROVIDER COMPENSATION INFORMATION

- \*Base compensation
- \*Total compensation
- \*First year guaranteed compensation (NEW HIRES ONLY)
- \*% of total compensation based on straight or 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 metrics
- Bonus/incentive amount
- Retirement benefits
- Compensation includes revenue from separate facility fee

### MEDICAL DIRECTORSHIP INFORMATION

(MEDICAL DIRECTORSHIPS ONLY)

- \*Provider had medical directorship duties
- \*Compensation method
- \*Compensation amount per method
- Directorship hours per week
- \*Total annualized directorship compensation
- Internal or external directorship

### ON-CALL COMPENSATION

(ON-CALL PROVIDERS ONLY)

- \*Type of on-call coverage provided
- \*Compensation method
- \*Compensation amount per method
- \*Number of hours per on-call method
- Holiday on-call compensation amount (per day)
- Weekend on-call compensation amount (per day)

### STAFF INFORMATION

- \*Total support staff FTE
- \*Staff name
- \*Employment status
- \*Position title
- \*Full-time equivalent
- Actual hours worked per week
- \*Total annual compensation
- \*Hourly rate compensation (SUPPORT STAFF ONLY)
- Compensation method
- Annual overtime compensation
- Annual bonus/incentive amount
- Annual retirement benefits excluding FICA

## BILLING AND ACCOUNTS RECEIVABLE

The following data can be pulled from either your billing and/or accounts receivable reports:

### PROVIDER PRODUCTIVITY INFORMATION

- \*Does this provider's productivity include any that is not their own? (PHYSICIANS ONLY)
- \*Total RVUs
- \*Work RVUs
- ASA units (ANESTHESIOLOGY ONLY)
- Collections for professional charges
- Professional gross charges
- \*Can nonphysician provider bill under themselves? (NONPHYSICIAN PROVIDERS ONLY)
- \*% of technical component included in collections and charges
- Total encounters
- Number of outpatient E/M codes
- Number of inpatient E/M codes