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