12th Socioeconomic Survey
2011
Background

- 7,222 emails were sent out to a random list of U.S. members
- Second and third reminder emails were sent to non-respondents
- 1,364 completed surveys were returned for a response rate of 23.2%
- Excluded from this study were respondents who had not practiced clinically in the past 12 months.
Respondent Profile

Median age: 48 years

Median years in practice: 15 years

Gender: 88% male, 12% female

Planned retirement age: 65 years
Respondent Distribution

N= 1328

Northwest: N= 233 (17.5%)

Southwest: N= 223 (16.8%)

North Central: N= 308 (23.2%)

Mid Atlantic: N= 177 (13.3%)

South Central: N= 248 (19.4%)

New England: N= 85 (6.4%)

South Atlantic: N= 1328
<table>
<thead>
<tr>
<th>Number of Sites</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>None</td>
<td>38.4%</td>
</tr>
<tr>
<td>1 Site</td>
<td>26.4%</td>
</tr>
<tr>
<td>2 Sites</td>
<td>15.4%</td>
</tr>
<tr>
<td>3 Sites</td>
<td>8.7%</td>
</tr>
<tr>
<td>4 Sites</td>
<td>8.2%</td>
</tr>
<tr>
<td>5+ Sites</td>
<td>2.9%</td>
</tr>
<tr>
<td>Mean</td>
<td>1.4 Sites</td>
</tr>
</tbody>
</table>

N= 1328
Legal Organization of Principal Practice

Adds to more than 100% due to multiple responses.

N= 1328
Type of Practices

- Multi-specialty with primary care only: 6.4%
- Multi-specialty with primary and specialty care: 25.3%
- Single specialty – otolaryngology only: 62.7%
- Single specialty – other: 5.6%

N= 1328
What percentage of your patients are...

- Self-Payer: 7.3%
- Medicare: 25.3%
- Private Payer: 51.7%
- Medicaid: 15.7%

N = 1328
Number of Physicians in Office

N = 1328
Provide Services in Out-Patient Department (HOPD) and/or Ambulatory Surgical Center (ASC)

Percentage of Services in HOPD and ASC Settings Median

N = 1328

Yes, in HOPD: 66.6%
Yes, in ASC: 64.5%
Have Ownership In...

- Any Ownership: 32.8%
- ASC: 29.9%
- Physician-Owned Hospital: 4.5%

N = 1328
Practice Uses An Electronic Medical Record (EMR) System

No 33.0%
Yes 67.0%

Plan to Participate in the Medicare EHR Meaningful Use Incentive Program

No 24.6%
Yes 75.4%

N = 1328
Report Quality Measures

Yes 49.5%

No 50.5%

N = 1328
Current Number of FTE Support Staff Employed by Primary Practice

N= 1328
Total Weeks Worked Per Year

Median: 48.0 Weeks Per Year

N= 1328
Total Hours Worked per Week

- < 20 hours: 1.2%
- 20 to 30 hours: 2.4%
- 31 to 40 hours: 5.5%
- 41 to 50 hours: 10.0%
- 61 to 70 hours: 33.8%
- More than 70 hours: 30.5%

Average = 52.0 hours per week

N= 1328
Are you reimbursed by any local hospital for on-call services?

- No: 78.4%
- Yes: 21.6%

N = 1328
New vs. Established Patients Per Typical Week

Median - 27
Median - 50

N= 1328
### How Hours Are Spent in Typical Week

<table>
<thead>
<tr>
<th>Activity</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Calling Patients</td>
<td>2.8</td>
</tr>
<tr>
<td>Making Hospital Rounds</td>
<td>1.4</td>
</tr>
<tr>
<td>In Hospital</td>
<td>3.6</td>
</tr>
<tr>
<td>Hospital/ER Rounds</td>
<td>4.6</td>
</tr>
<tr>
<td>Administrative Activities</td>
<td>5.0</td>
</tr>
<tr>
<td>Operating Room</td>
<td>12.0</td>
</tr>
<tr>
<td>On Call</td>
<td>25.9</td>
</tr>
<tr>
<td>Office</td>
<td>28.6</td>
</tr>
</tbody>
</table>

N = 1328
How Number of Surgeries are Expected to Compare to Last Year

- More: 21.2%
- Less: 27.3%
- Same: 49.1%
- Do Not Perform Surgery: 2.3%

N=1328
2010 Personal Net Income Compared to 2009

- Higher: 31.5%
- Lower: 32.2%
- Same: 36.4%

N = 1328
Change in Median Income By Region: 2008 vs. 2011

Northwest: 13%
Southwest: 5%
North Central: 4%
Mid Atlantic: 14%
South Central: 8%
South Atlantic: 7%
New England: -7%

N = 1328
Use Payment Plans for Patient Balances

No: 30.9%
Yes: 69.1%

Use Payment or Credit Agency

No: 41.0%
Yes: 59.0%

Charge Interest: 20.6%
Average Interest Charged: 0.6%

N = 1328
Services Currently Provided in Your Practice

- Audiology: 86.4%
- Hearing Aid Sales: 71.8%
- Balance laboratory: 42.2%
- Speech Pathology: 29.8%
- Radiology: 24.0%
- RAST lab: 14.7%
- Clinical Laboratory: 11.2%
- Other: 17.8%
- None of these: 9.9%

N= 1328
Plan to Add Services to Practice Within Next 12 Months

N= 1328
Audiological Practitioner in Practice

- Audiologist: 86.9%
- Technician: 13.6%
- Other: 2.7%
- Physician: 1.7%
- Do not provide service: 9.3%

N= 1328
Do you employ or contract out for audiology tests?

- Contract Out: 22.3%
- Employ: 77.7%

N= 1328
Provide Imaging Services in Office

Yes
25.4%

No
74.6%

N = 1328
Own a CT Scanner

- Yes: 72.1%
- No: 27.9%

N = 1328
Accredited in Imaging or Plan Accreditation in Next 12 Months

- Yes: 50.2%
- Plan to within 12 months: 32.1%
- No: 17.7%

N= 243 (Those who own a CT scanner)
Change in Practice Revenues in Past 3 Years

- Elective Procedures:
  - Increased: 15.7%
  - Decreased: 29.7%
  - Stayed the same: 44.1%

- Hearing aid sales:
  - Increased: 8.1%
  - Decreased: 14.4%
  - Stayed the same: 30.8%

- In office imaging:
  - Increased: 8.1%
  - Decreased: 6.9%
  - Stayed the same: 49.6%

- In office surgical:
  - Increased: 15.8%
  - Decreased: 22.0%
  - Stayed the same: 21.4%

- Allergy Services:
  - Increased: 18.4%
  - Decreased: 11.9%
  - Stayed the same: 21.4%

- Audiology Services:
  - Increased: 26.4%
  - Decreased: 22.4%
  - Stayed the same: 38.4%

Percentages do not add up to 100% because “Do Not Provide Services” are not included.

N= 1328
Change in Professional Plans in Next 3 Years

N= 1328
In your opinion, the number of practicing otolaryngologists is...

In the area from which you draw your patients:

- Too Few: 12.1%
- Just Right: 53.5%
- Too Many: 34.3%

In the United States as a whole:

- Too Few: 35.2%
- Just Right: 54.4%
- Too Many: 10.4%

N= 1328
Your Opinions: Socioeconomic

“Reimbursement and/or medicolegal issues are forcing me to limit the scope of my practice.”

“Administrative burdens with payers are making me consider dropping my private payer contracts.”

“It’s a priority for my practice to increase patient volume.”

“Potential long term decreases in Medicare reimbursement are making me consider closing or limiting my practice to Medicare patients based on potential long-term decreases in Medicare reimbursement.”
Your Opinions: Patient Care

“I have adequate time to spend with my patients during office hours.”

“I have adequate time to spend with my patients during office hours.”

“With more diagnostic & treatment options, I spend more time in direct patient care.”

“I am satisfied with the complexity of my patient case mix.”

“There is greater demand for service from my practice than we can currently provide.”
Multi-Year Opinion Trend: The practice of medicine is...

N = 1328