

## *Understanding Expectations:*

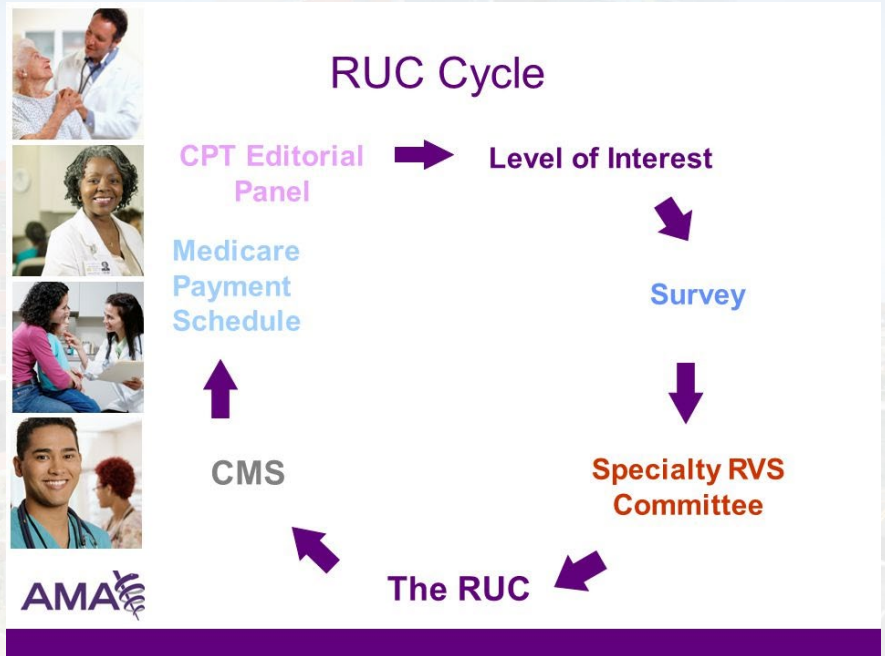
# *Analysis of the MSTS Practice Management Compensation and Budget Target Survey*

Adam S. Levin, Amalia Decomas, Ben Deheshi, Aditya Maheshwari, Tae Won Kim,  
Shawn Price, John Heiner, on behalf of the MSTS Practice Management Committee



JOHNS HOPKINS  
M E D I C I N E

# Value



**SESSION VIII: MISCELLANEOUS**

Thursday, October 3, 2019 | 5:05 PM – 5:30 PM

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**PAPER 41**

**The Downstream Revenue Impact of a Dedicated Orthopaedic Oncologist**

**Authors:** Zeke J. Walton, MD<sup>1</sup>, Sophia A. Traven, MD<sup>1</sup>, Lee R. Leddy, MD<sup>1</sup>, Kathleen Glenn, MHA<sup>1</sup>, L. Tim Brown, MHA<sup>1</sup>, Tom Crawford, PhD, MBA<sup>2</sup>

- Surgeons
- Departmental Leaders





How much money do you currently make?

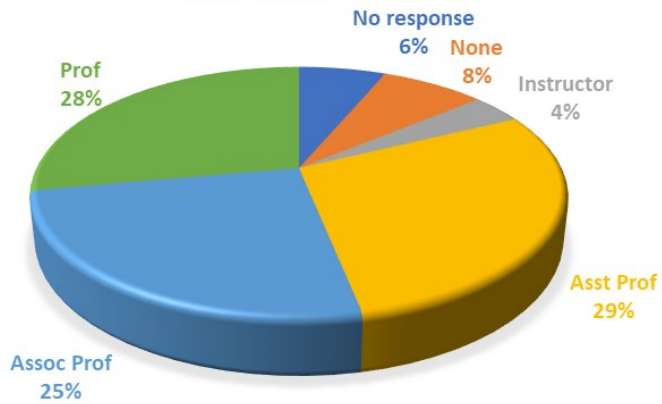


# Survey

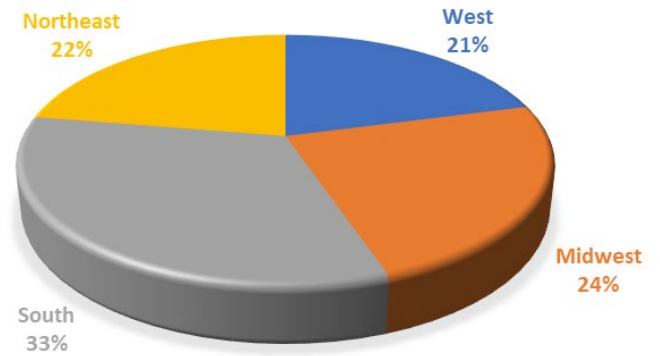
- Survey to all members of the MSTs
- 79 complete anonymous responses for full time US surgeons
  - Average of 3 prior years (pre-COVID)
  - Not traceable to individuals

qualtrics<sup>XM</sup>

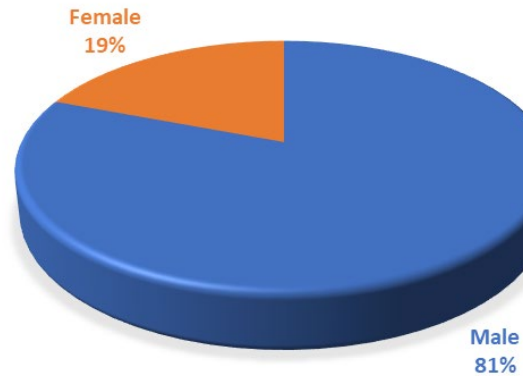
### ACADEMIC RANK



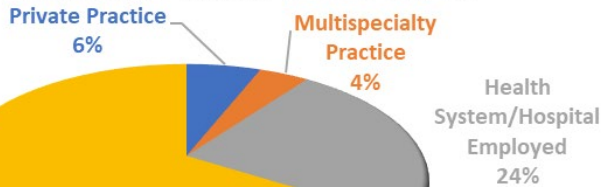
### GEOGRAPHIC LOCATION



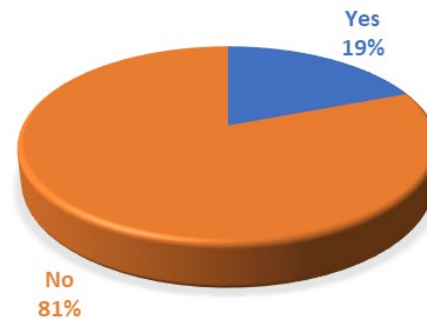
### GENDER IDENTITY



### WHICH OF THE FOLLOWING BEST DESCRIBES YOUR CURRENT PRACTICE SETTING?



### HAVE YOU COMPLETED ANOTHER ORTHOPAEDIC FELLOWSHIP, OTHER THAN ORTHOPAEDIC ONCOLOGY?





# Operative Cases per Year

## By Years in Practice

- Median: 300/yr
  - <10 years in practice: 313/yr
  - >10 years in practice: 232/yr
- Budget: 285/yr
  - <10 years in practice: 300/yr
  - >10 years in practice: 250/yr

**What percentage of biopsies for your practice are performed by you (as opposed to radiology or fellows, for example)?**

- < 50%: 298/yr
- > 50%: 325/yr

# wRVU and Collections

## wRVU

- Median: 7000
  - 2000 – 16800
- Budget: 7200
  - 2000 - 13000

## Collections

- Median: \$750,000
  - \$120,000-\$2,500,000
- Budget: \$727,000
  - \$120,000-\$2,000,000

# Compensation

- Over the last 3 years, what is your average **TOTAL compensation**, including bonuses (not including any employer contribution towards retirement or fringe benefits)
  - Avg: \$547,386
    - \$200,000 - \$1,200,000
  - 78% of collections

	median	Min	Max
Assistant Professor	475000	200000	700000
Associate Professor	475000	400000	870000
Professor	690000	220000	850000

# Administrative Roles

- 50% are compensated – \$65,000

Designated Institutional Official	1
Department Chair	3
Department Vice-Chair	9
Hospital/Cancer Center/Institute Administration	10
Division Chief	17
Residency Program Director/Associate Director/Assistant Director	11
Fellowship Director	4
Hospital Committee Chair	6
Practice Manager/Practice Leadership	6
Research Chair	1
Teaching Medical Students/Residents/Fellows	34
Sarcoma/Musculoskeletal Tumor Conference Leader	1
Medical Student Coordinator/Clerkship Director	2
Chief Medical Officer/Associate Chief Medical Officer	1
Quality/Safety Director	2
Other	3

# Thank you

- Limitations
  - Accuracy of data
  - Still with low numbers
  - Limited granularity

