



## MGMA 2017 Cost and Revenue Survey

(\*Asterisks denote required questions)

**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.

- |                |  |
|----------------|--|
| <b>Tier 1:</b> | Submit the minimum amount of data required to be considered an eligible survey participant and receive this tier of the participation benefit. |
| <b>Tier 2:</b> | 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 below to view the survey guide and learn more about what's included in each question.

### MGMA 2017 Cost and Revenue Survey Guide

Use the checklist below to help you compile answers in preparation for survey participation.

## DEMOGRAPHICS

<input type="checkbox"/>	*What is your practice NPI number?
<input type="checkbox"/>	*For the purpose of reporting the information in this questionnaire, what fiscal year was used?
<input type="checkbox"/>	How did the practice store information for the majority of patients served by your practice?

## CHARGES

<input type="checkbox"/>	Adjusted fee-for-service charges (Gross fee-for-service charges - Adjustments to fee-for-services charges)
<input type="checkbox"/>	Bad debts due to fee-for-service activity
<input type="checkbox"/>	Total gross charges (Gross fee-for-service charges + Gross charges for capitation contracts)

## REVENUE

<input type="checkbox"/>	*Total net fee-for-service collections/revenue
<input type="checkbox"/>	Other medical revenue (research contract revenue, honoraria, teaching income)
<input type="checkbox"/>	*Total medical revenue (Total net fee-for-service collections/revenue + Net capitation revenue + Net other medical revenue)

## STAFF

<input type="checkbox"/>	<b>*Total business operations support staff FTE and Cost</b> (Add General administrative through Housekeeping, maintenance, security)
<input type="checkbox"/>	<b>*Total front office support staff FTE and Cost</b> (Add Medical receptionists, Medical secretaries, transcribers, Other administrative support)
<input type="checkbox"/>	<b>*Total clinical support staff FTE and Cost</b> (Add Registered nurses, Licensed practical nurses, Medical assistants, nurse's aides)
<input type="checkbox"/>	<b>*Total ancillary support staff FTE and Cost</b> (Add Clinical laboratory, Radiology and imaging, Other medical support services)
<input type="checkbox"/>	<b>*Total employed support staff FTE and Cost</b> (Business operations + Front office + Clinical + Ancillary)
<input type="checkbox"/>	<b>Total employed support staff benefit cost</b>
<input type="checkbox"/>	<b>*Total support staff FTE and Cost</b> (Total employed support staff + Benefit cost + Contracted support staff)

## EXPENSES

<input type="checkbox"/>	Information technology
<input type="checkbox"/>	Drug supply
<input type="checkbox"/>	Medical and surgical supply
<input type="checkbox"/>	Building and occupancy
<input type="checkbox"/>	Building depreciation
<input type="checkbox"/>	Furniture and equipment
<input type="checkbox"/>	Furniture and equipment depreciation
<input type="checkbox"/>	Administrative supplies and services
<input type="checkbox"/>	Professional liability insurance premiums
<input type="checkbox"/>	Other insurance premiums
<input type="checkbox"/>	Legal Fees
<input type="checkbox"/>	Consulting Fees
<input type="checkbox"/>	Outside professional fees
<input type="checkbox"/>	Promotion and marketing
<input type="checkbox"/>	Clinical laboratory
<input type="checkbox"/>	Radiology and imaging
<input type="checkbox"/>	Other ancillary services
<input type="checkbox"/>	Billing and collections purchased services
<input type="checkbox"/>	Management fees paid to an MSO or PPMC
<input type="checkbox"/>	Miscellaneous operating cost
<input type="checkbox"/>	Cost allocated to medical practice from parent organization
<input type="checkbox"/>	<b>*Total general operating cost</b> (Add Information technology through Cost allocated to medical practice)
<input type="checkbox"/>	<b>*Total operating cost</b> (Total support staff cost + Total general operating cost)

## PROVIDERS

<input type="checkbox"/>	Nonphysician provider compensation
<input type="checkbox"/>	Nonphysician provider benefit cost
<input type="checkbox"/>	*Total nonphysician providers FTE and Cost (Nonphysician provider compensation + Nonphysician provider benefit cost)
<input type="checkbox"/>	Total physician compensation
<input type="checkbox"/>	Total physician benefit cost
<input type="checkbox"/>	*Total physicians FTE and Cost (Primary care FTE + Nonsurgical FTE + Surgical physicians FTE) (Total physician compensation + Physician benefit cost)
<input type="checkbox"/>	*Total providers FTE and Cost (Total nonphysician providers + Total physicians)

## INCOME

<input type="checkbox"/>	*Total medical revenue after operating cost (Total medical revenue - Total operating cost)
<input type="checkbox"/>	*Net practice income or loss (Total medical revenue after operating cost - Total provider cost + Net nonmedical income or loss)

## PERFORMANCE

<input type="checkbox"/>	Current to 30 days in A/R
<input type="checkbox"/>	31 to 60 days in A/R
<input type="checkbox"/>	61 to 90 days in A/R
<input type="checkbox"/>	91 to 120 days in A/R
<input type="checkbox"/>	Over 120 days in A/R
<input type="checkbox"/>	Total accounts receivable (Current to 30 days + 31 to 60 days + 61 to 90 days + 91 to 120 days + Over 120 days)
<input type="checkbox"/>	Medicare percent of gross charges
<input type="checkbox"/>	Medicaid percent of gross charges
<input type="checkbox"/>	Commercial percent of gross charges
<input type="checkbox"/>	Workers' compensation percent of gross charges
<input type="checkbox"/>	Charity care percent of gross charges
<input type="checkbox"/>	Self-pay percent of gross charges
<input type="checkbox"/>	Other federal government payers percent of gross charges
<input type="checkbox"/>	*Total payer mix gross charges (Medicare through Other federal government payers)

## PRODUCTION

<input type="checkbox"/>	*Work RVUs
<input type="checkbox"/>	*Total RVUs
<input type="checkbox"/>	*Number of individual patients