

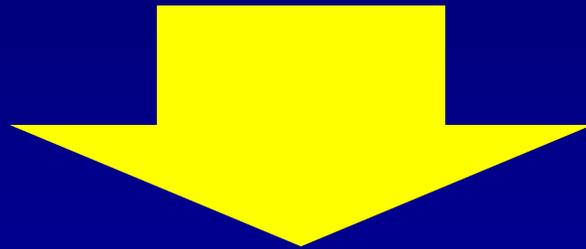
**“Perfect Storm”
Follow-Up Survey
(2000 – 2010)**

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Situational Context 1999

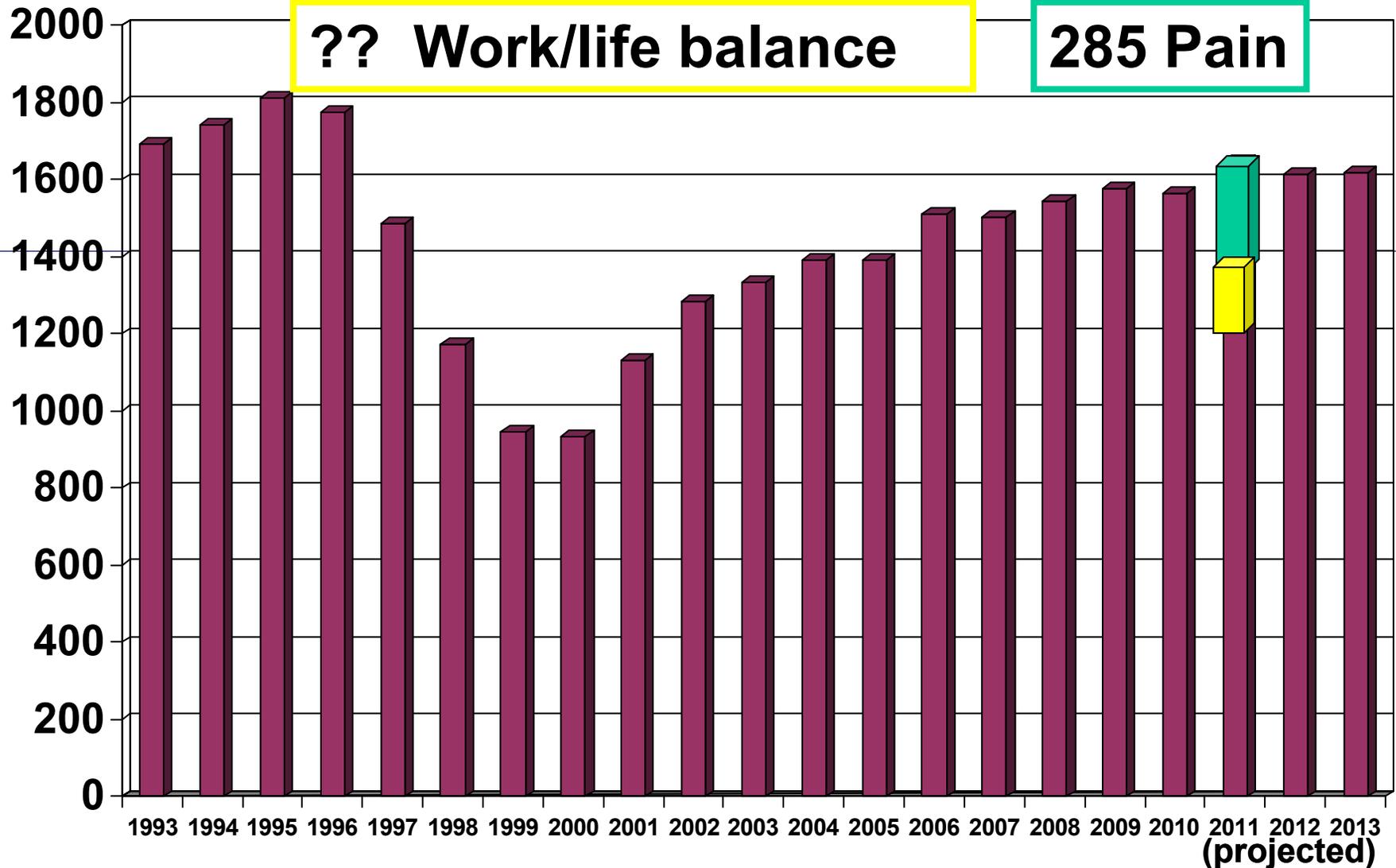
- **Balanced Budget Act → GME \$\$ ↓**
- **Rise of capitation / HMO**
- **Decrease in procedural reimbursement**
- **Decrease in anesthesiology graduates**



Academic ORs closing

**** A movie named “A perfect storm” starring George Clooney**

Resident Graduates



“Perfect storm” survey

- **Sent out annually to all SAAA chairs**
- **Questions**
 - **Financial**
 - **Clinical volume and locations**
 - **Faculty, resident, and CRNA staffing**
 - **Question of the year...**

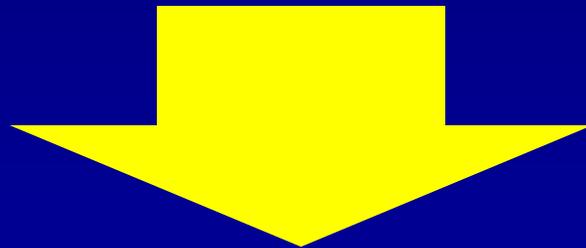
Survey Response Rate

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
58%	72%	64%	65%	73%	60%	61%	60%	59%	60%	58%*

*** Need More Respondents**

Situational Context 2010

- PPACA → More “Medicare” reimbursement
- Rise of ACOs
- 10 years of rising institutional support for academic anesthesiology
- Correction of Medicare teaching rule



Unclear outcome

Public perception 2010

20 highest-paying jobs

Anesthesiologists take home a median \$290,000 salary annually. What other great careers from Money and PayScale.com's list of Best Jobs in America offer big paychecks?

From the editors of:
Money
MAGAZINE

1. Anesthesiologist

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Best Jobs rank: 68

Median pay: \$290,000

Top pay: \$393,000

These doctors play an integral role in keeping patients alive -- and asleep -- during surgery -- no matter how long it may take. Their handsome paychecks reflect the responsibility and risk involved in their jobs.

"On a daily basis, I am with patients and families at the





Just the facts ma'am

“Average” Department (2009/2010)

Faculty	57.3 FTE
Residents	14/Class
Interns	77% have 9.5 interns
CRNAs	96% have 38.7 CRNAs

“Average” Department Clinical Coverage

- ORs = 40.4
 - Offsites = 8.3
 - OB = 1.4
 - ICU = 1.8
 - APS = 1.1
 - Pain = 2.4
 - Preop = 0.9
- 56.3**
- Anesthetizing Locations**
- Faculty**
-

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56.3

$$\frac{\text{Faculty}}{\text{“Sites”}} = \frac{57.3}{56.3} = 1.02$$

$$\frac{\text{Res/CRNA}}{\text{“Sites”}} = \frac{86.4}{56.3} = 1.53$$

Average Job Openings for Faculty/Department

Year	2000	2001	2002	2003	2004	2009	2010	2008	2009	2010
# Openings/ Department	3.8	3.9	3.4	3.8	2.7	3.8	3.4	3.7	3.8	3.4
% Faculty/ Department	10%	9%	7%	7%	6%	7%	6%	7%	7%	6%
Estimated Number of Faculty Openings	≈400	≈400	≈400	≈400	≈350	≈350	≈345	≈350	≈350	≈345

Faculty Openings by Subspecialty

Average Dept. = 57.3 FTE

Average Dept has 3.4 open positions

	Mean	% of Openings
Generalist	1.1	31%
Cardiac	0.4	11%
Peds	0.8	23%
ICU	0.5	14%
OB	0.1	3%
Neuro	0.1	3%
Pain	0.3	9%
Regional	0.2	6%
Ambulatory	0.0	0%

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CRNAs

				2009	2010			
	2000	2001	2002			2008	2009	2010
Dept%	66	75	67	66	63	69	66	63
# Needed	4.0	4.4	3.6	4.2	3.5	4.3	4.2	3.5

Revenue: Sources and Total

	2000	*	2002	*		2009	2010	2010
Clinical Revenue	\$11,718,925 \$340,404/FTE (n=78)	-	-	-		\$21,317,974 \$418,736/FTE (n=57)	\$24,538,412 \$442,838/FTE (n=63)	\$24,538,412 \$442,838/FTE (n=63)
Research Revenue	\$1,038,759 \$23,067/FTE (n=67)	-	-	-		\$1,931,875 \$27,193/FTE (n=57)	\$1,713,256 \$22,263/FTE (n=63)	\$1,713,256 \$22,263/FTE (n=63)
Institut. Support	\$1,235,000 \$34,300/FTE (n=77)	-	\$2,330,000 \$60,000/FTE (n=46)	-	\$	\$7,015,590 \$160,381/FTE (n=56)	\$8,239,703 \$158,715/FTE (n=63)	\$8,239,703 \$158,715FTE (n=63)
Total Revenue	\$14,682,989 \$424,300/FTE (n=79)	-	-	-		\$31,272,577 \$624,067/FTE (n=57)	\$35,438,126 \$639,025/FTE (n=63)	\$35,438,126 \$639,025FTE (n=63)
Total Expense	\$13,768,981 \$387,512/FTE (n=79)	-	-	-		\$30,620,292 \$610,450/FTE (n=57)	\$35,281,498 \$634,265/FTE (n=62)	\$35,281,498 \$634,265/FTE (n=62)

* 2001 or 2003 s

Margin Analysis FY 2000 - 2010

Dept. Margin	2000	2009			2010	
(+) Margin/ FTE	53% 50,500	53%			54%	
(-) Margin/ FTE	44% 23,800	33,236			27,813	
Dept. Margin	2000	26,017			37,799	
(+) Margin/ FTE	68% 29,400	60% 26,111	53% 29,961	53% 33,236	54% 27,813	
(-) Margin/ FTE	23% 39,900	26% 28,778	29% 59,369	24% 26,017	26% 37,799	

Total Department Support (Hospital, Med School and Other)

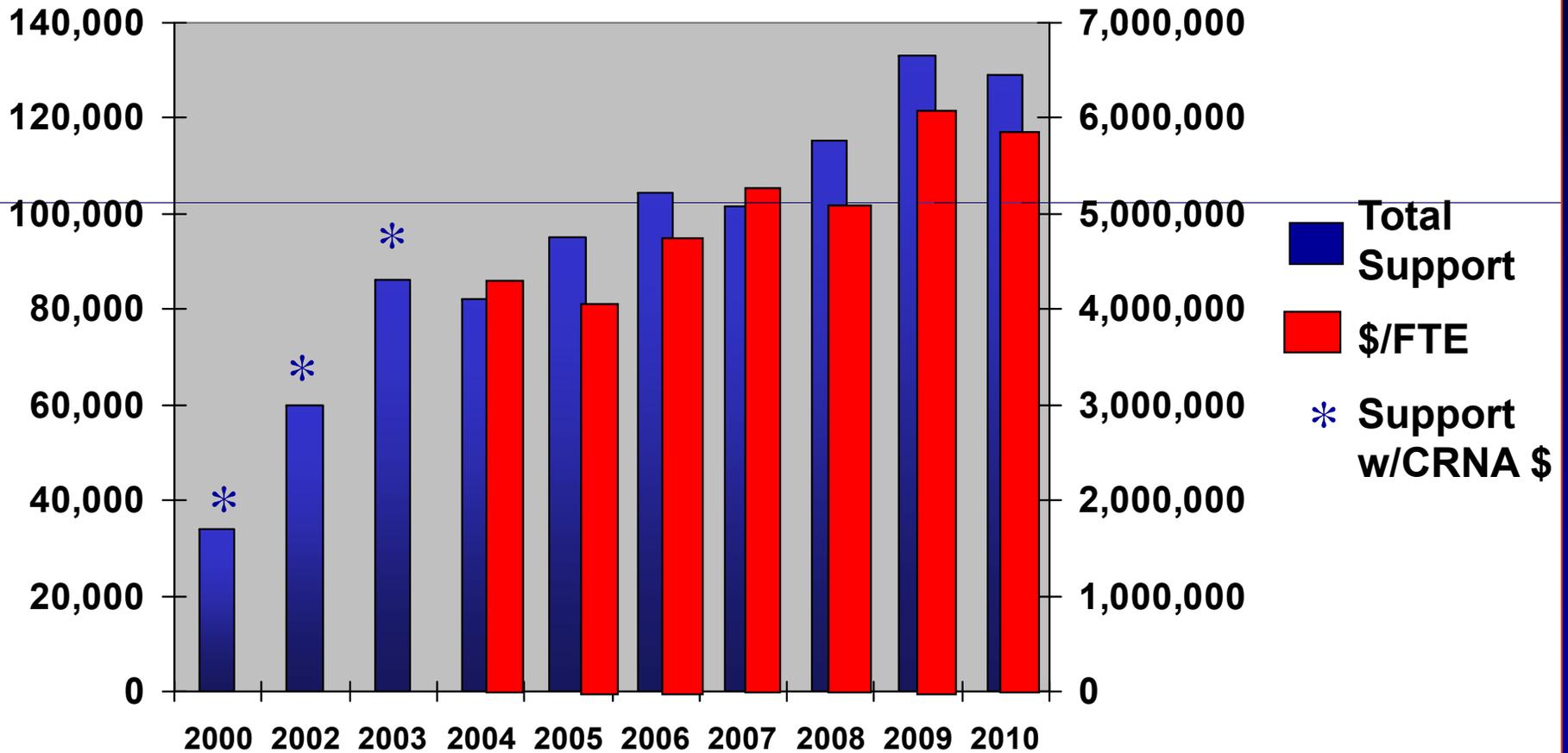
Year	2000	2002	2003	2004	2005	
Total Support	1,235	2009		2010		4,900,000
\$/FTE	34,0					116,000

Year	2006	2007	2008	2009	2010
Total Support	5,455,4	7,015,590	8,239,703	8,239,703	8,239,703
\$/FTE	120,100	160,381	158,715	160,381	158,715

Total Department Support Without CRNA Support

	Total Support	Total Support (minus CRNA	Per FTE (minus CRNA
2008		\$5,183,302	\$115,343
2009		\$5,630,386	\$133,196
2010		\$6,309,257	\$128,883
2009	\$7,015,590	\$5,630,386	\$133,196
2010	\$8,239,703	\$6,309,257	\$128,883

Total Department Support (without CRNA Support)



Institutional Support 2010

Total support / FTE = \$158,715

(Support – CRNA)/FTE = **\$128,883**

Support/site = \$126,105

Average Margin = \$ 397,930 or
\$ 6,073/FTE

Unit Value Charge (\$)

2003	2004	2005	2006	2007	2008	2009	2010
75	76	82	86	89	96	98	101
Collection \$/unit		31.00	31.30	32.42	34.7	34.90	35.75

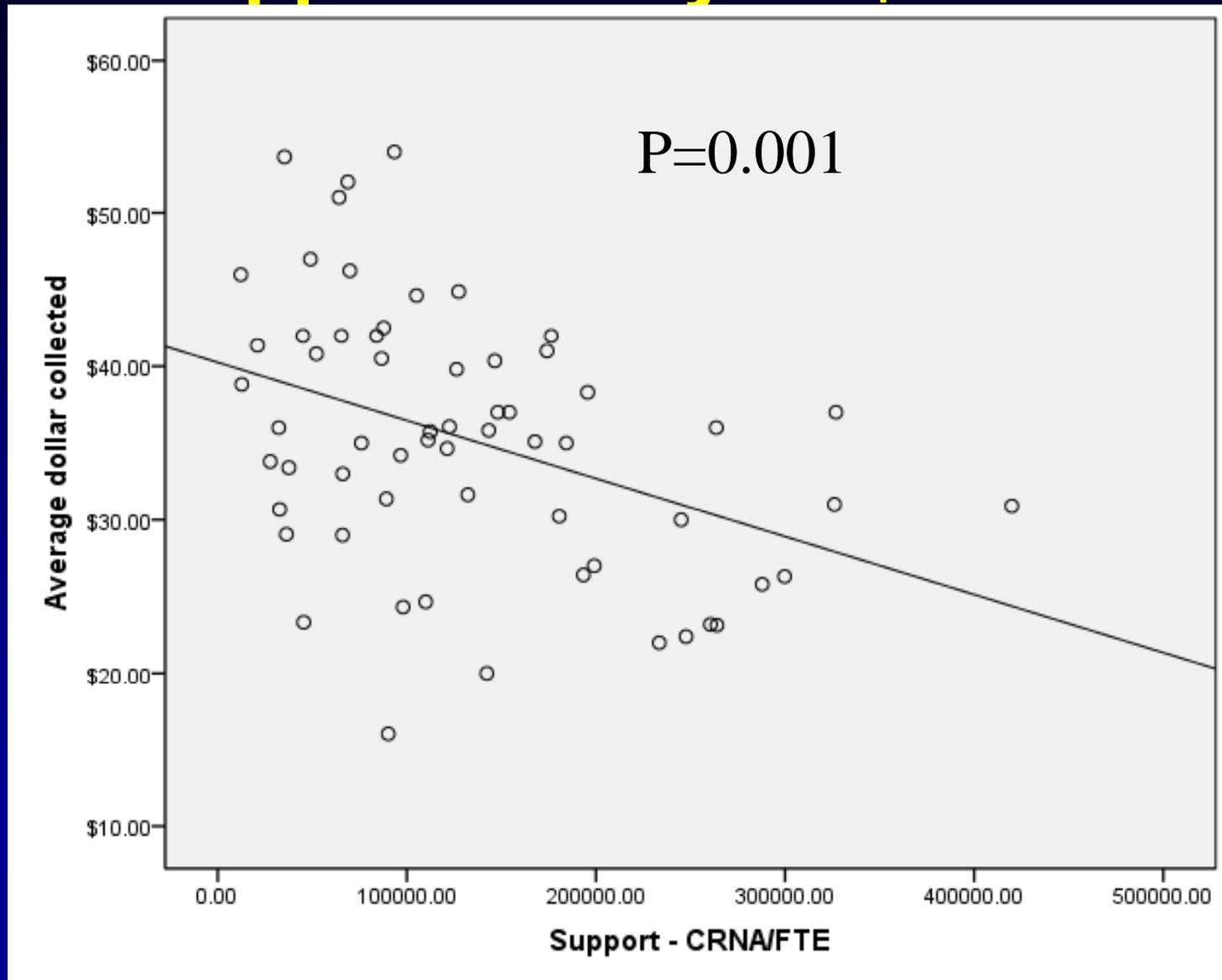
Units Billed per Faculty

2004	2005	2006	2007	2008	2009	2010
11,954	11,320	12,193	12,124	11,179	10,720	11,109

Medicaid Reimbursement/Unit

	2005	2006	2007	2008	2009	2010
Max	\$30.00	\$32.00	\$37.00	\$31.50	\$38.00	\$38.00
Min	\$ 5.00	\$ 8.00	\$ 8.00	\$ 8.00	\$6.00	\$8.00
Mean	\$14.98	\$16.67	\$16.07	\$16.21	\$17.17	\$17.26

Support/faculty vs \$/unit



Faculty Academic

Time

2000	2003	2004	2005	2006	2009	2010
31%	13.4%	16%	17%	17%	16%	15%

16% **15%**

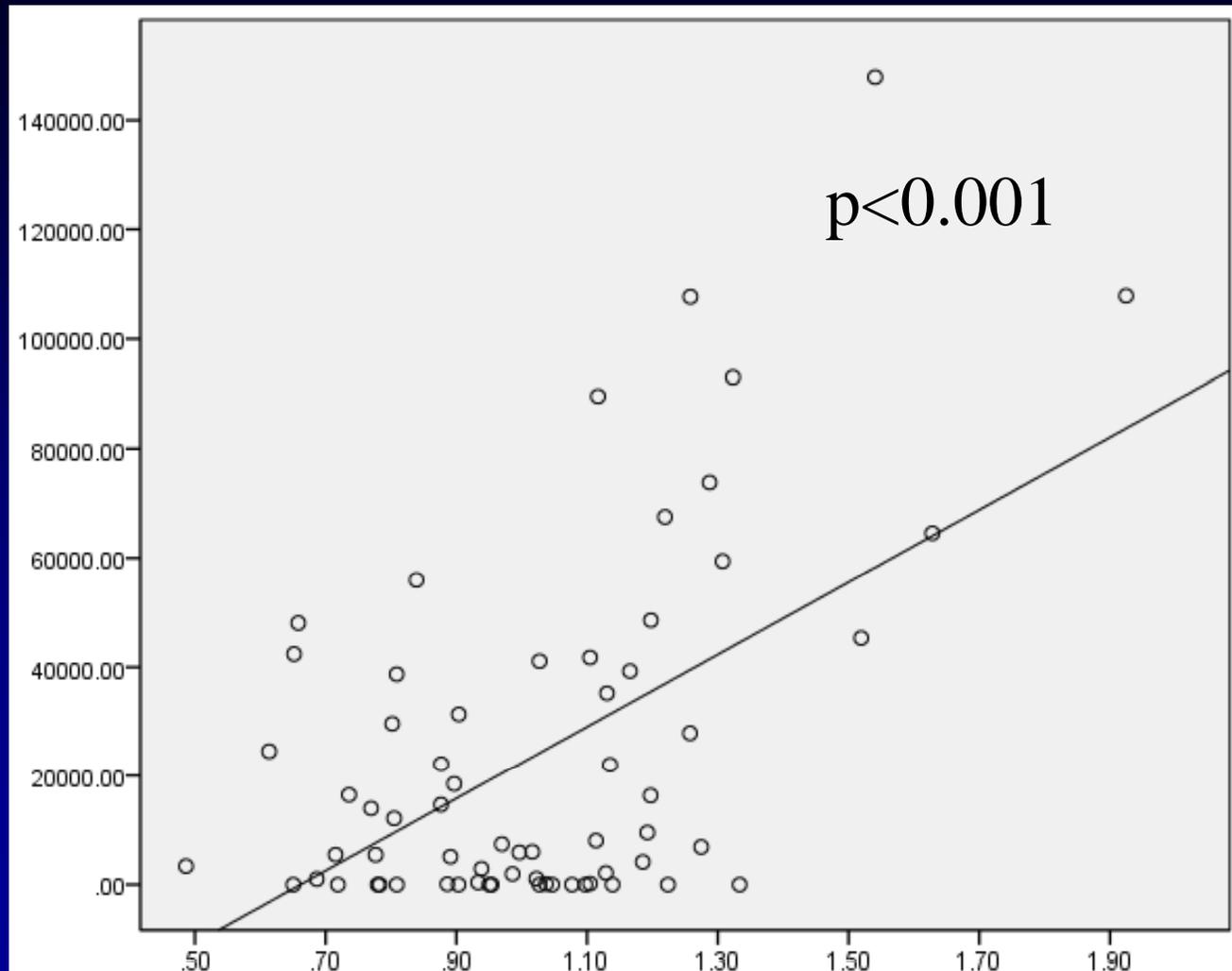
Not an accurate

Clinical Sites and Faculty Assigned

Clinical Anesthetizing Locations	MEAN	MAX	MIN	SD
ORs	40.4	158	14	24.4
Faculty/ Clinical Sites	1.0	1.9		0.4
Research Revenue/ Faculty	\$22,263	\$147,860		\$0
Research Revenue/Faculty	\$22,263	\$147,860	\$0	\$30,808

Faculty and Research Revenue

Research
Revenue
per FTE



Faculty per clinical site

SAAA Salary Survey National Average (50th %)

	2000	2001	2002	2003	2008	2009	2010
INST	144,250	166,000	201,528	209,000	271,146	271,146	281,500
ASST	183,000	195,859	209,000	226,000	299,203	299,203	305,250
ASSC	210,000	225,188	231,496	247,000	328,725	328,725	337,000
PROF	239,182	247,250	242,156	258,000	339,209	339,209	350,305

Subspecialty Variable Compensation (Only 40% pay more)

	Mean	Min.	Max.
Cardiac	\$13,114	\$ 0	\$45,000
ICU	\$ 8,222	\$ 0	\$50,000
Peds	\$16,038	\$ 0	\$100,000
Pain	\$ 8,315	\$ 0	\$100,000
OB	\$ 2,865	\$ 0	\$25,000
Neuro	\$ 2,389	\$ 0	\$20,000
Other	\$ 2,222	\$ 0	\$20,000

Late Pay

No	38.6%
Yes	61.4%
<i>If yes,</i>	
How much \$/hr.	\$148.00/hr ± \$39.00
How much Time	4:55 pm ± 70 min.

Conclusions:

1. Faculty openings stable
2. Dept finances not improving recently
3. Faculty salaries are increasing
4. Institutional support stabilizing
5. Support related to collection rate
 - **Not academic time or faculty/site ratios**
6. Research \$\$ related to faculty/site

Publications

- 1.** *Financial Environment of Academic Anesthesia. Advances in Anesthesia, Mosby, Inc., Chapter 1, vol 19, pp. 1-35, 2001.*
- 2.** *A Demographic, Service, and Financial Survey of Anesthesia Training Programs in the United States. Anesth Analg 2003; 96:1432-46.*
- 3.** *Faculty and Finances of United States Anesthesiology Training Programs: 2002-2003. Anesth Analg 2004; 99:1185-92.*
- 4.** *Trends in Financial Status of United States Anesthesiology Training Programs: 2000 to 2004. Anesth Analg 2006; 102:517-23.*
- 5.** *Five-Year Follow-Up on the Work Force and Finances of United States Anesthesiology Training Programs: 2000 to 2005. Anesth Analg 2007; 104:863-68.*
- 6.** *Six-Year Follow-Up on Work Force and Finances of the United States Anesthesiology Training Programs: 2000 to 2006. Anesth Analg, 2009; 108:263-272.*
- 7.** *Seventh and Eighth Year Follow-Up on Workforce and Finances of the United States Anesthesiology Training Programs: 2007 and 2008. Anesth Analg, 2009; 109:897-899.*