

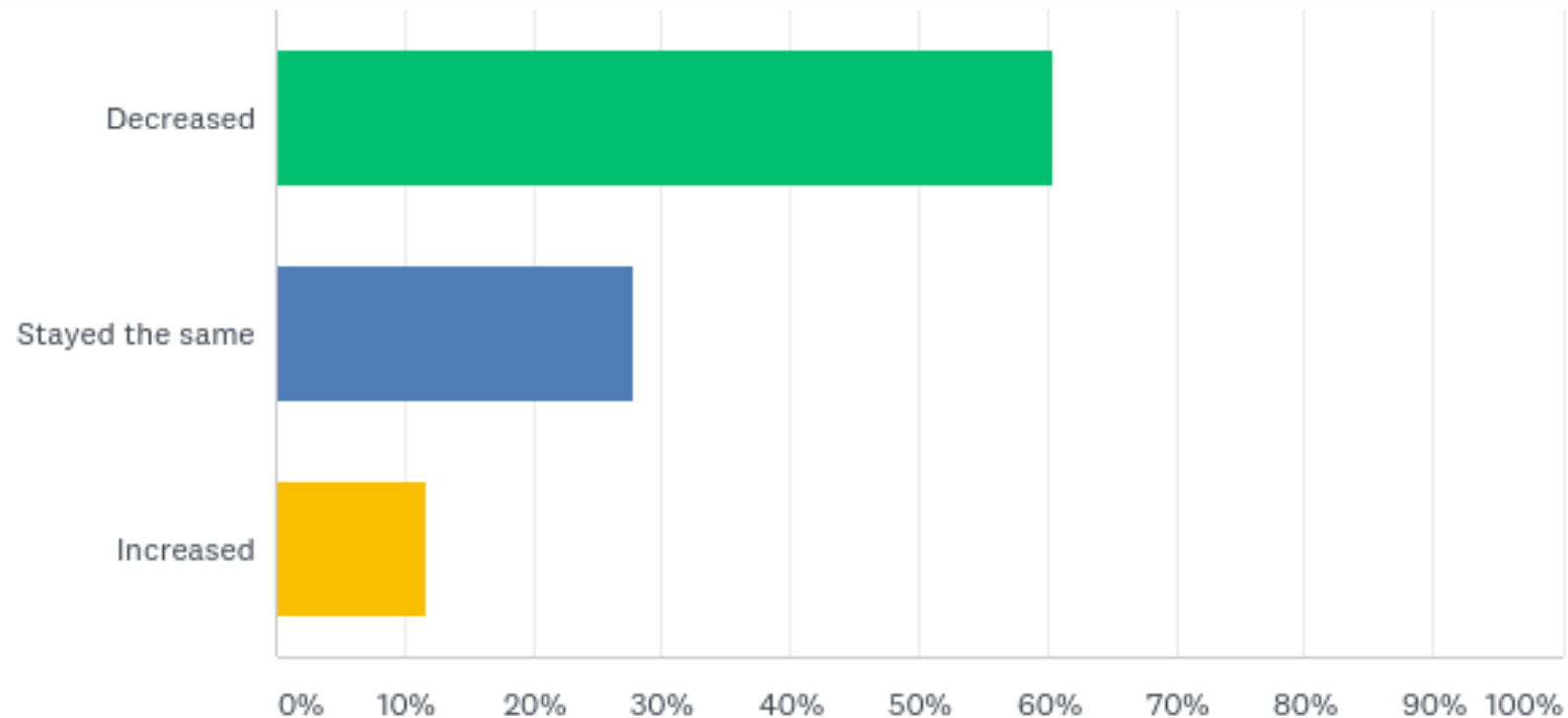
# The Brach Eichler 2017 New Jersey Health Care Monitor

2017 Survey of New Jersey  
Healthcare Practitioners

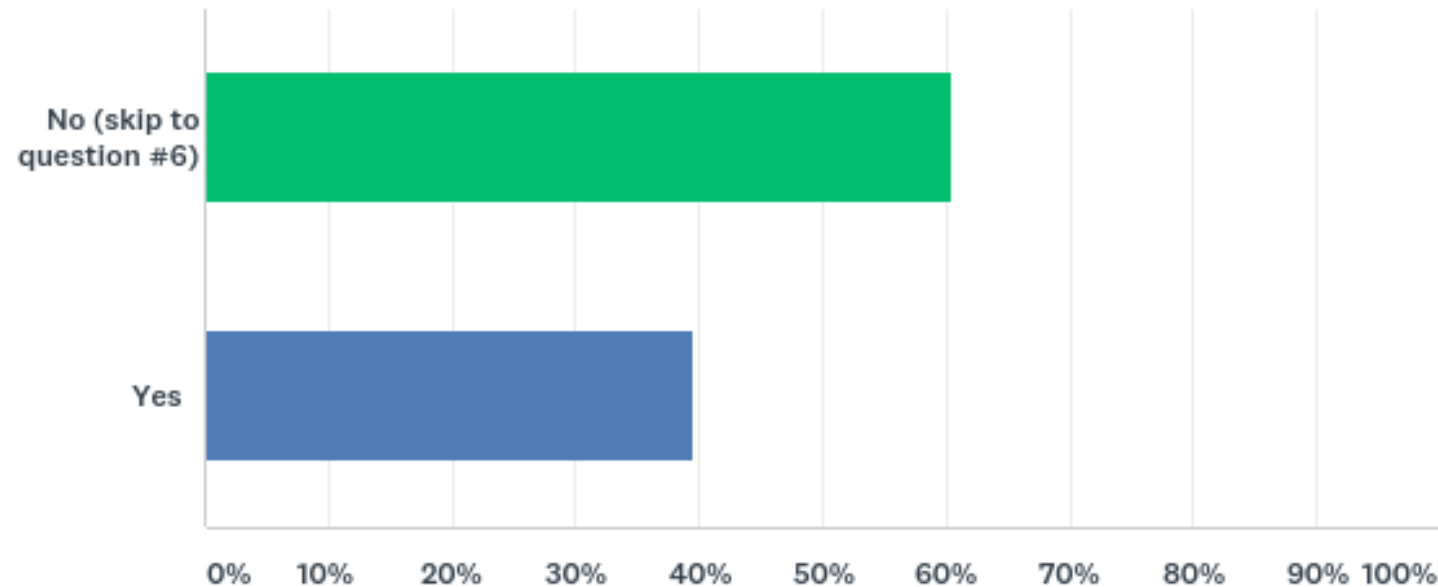
## Q1: How has the changing health care environment affected your role as a physician within the last year?

ANSWER CHOICES	RESPONSES	
Increased administrative burden (increased regulatory or compliance burden)	82.88%	92
Reduced reimbursement	67.57%	75
Reduced time spent with patients	56.76%	63
Growing expenditure on technology	56.76%	63
Increased regulatory oversight	53.15%	59
More time negotiating/dealing with insurance companies/healthcare payors	43.24%	48
Increased staff	40.54%	45
Reduced staff	12.61%	14
No changes	8.11%	9
Increased reimbursement	2.70%	3
Total Respondents: 111		

## Q2: How has your income from your professional practice changed in the last year?



## Q3: Have you changed your practice structure in the last year?



## Q4: If yes, check all that apply:

ANSWER CHOICES	RESPONSES	
Hiring other practitioners	31.82%	14
Staff reductions	31.82%	14
Other (please specify)	25.00%	11
Integrating a practice with another healthcare organization (including a single-specialty or multispecialty practice, individual practice association, hospital system or joint venture)	20.45%	9
Joining another practice	18.18%	8
Contracting with a health care facility	9.09%	4
Leaving New Jersey to practice elsewhere	4.55%	2
Retiring	2.27%	1
Total Respondents: 44		

## Q 3-4 continued

### Other Responses:

- “Closing outpatient office”
- “Increased work hours”
- “Returned to private practice”
- “Downsized office space”
- “Joined hospital”

Q5: If you have changed your practice structure within the last year, has it resulted in:

ANSWER CHOICES	RESPONSES	
Reduced expenses	30.23%	13
No changes yet	30.23%	13
Reduced inefficiencies in the operation of the practice	25.58%	11
Increased cash flow	23.26%	10
Bolstered market share	16.28%	7
Other (please specify)	11.63%	5
Total Respondents: 43		

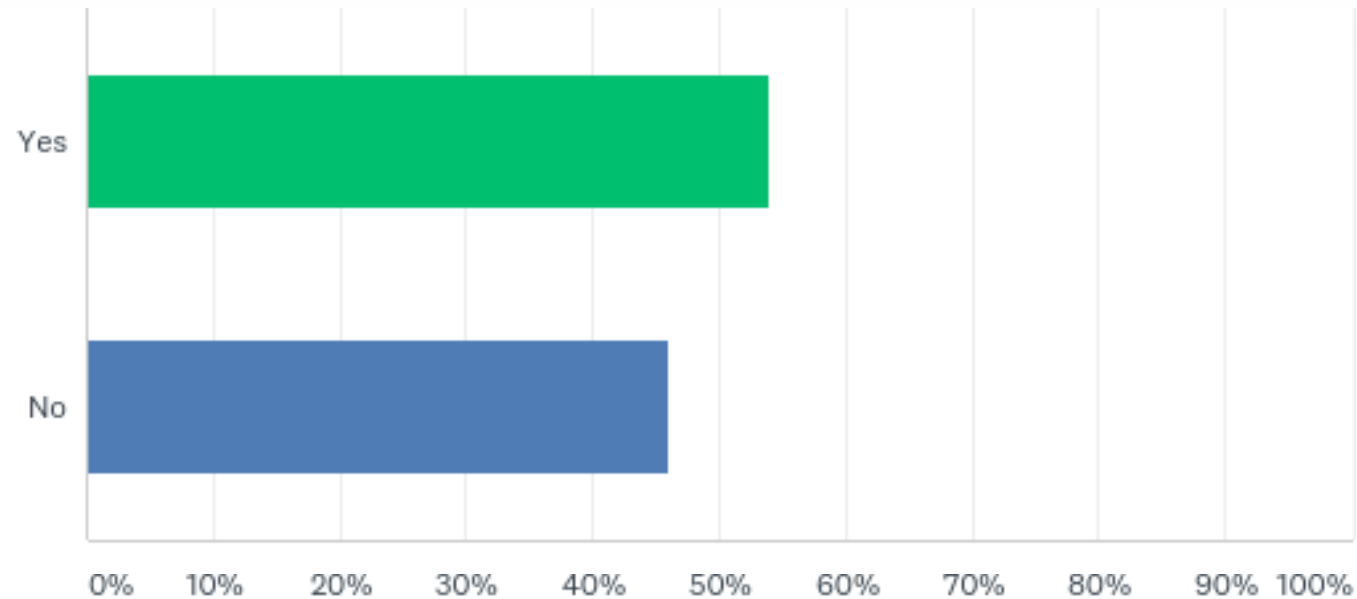
Q5: cont. If you have changed your practice structure within the last year, has it resulted in:

Other responses:

- “Less income and more work”
- “Seeking alternative income revenue streams. Not direct Dr. – patient care”
- “Investing more time & money to maintain the status quo”
- “We expected increased cash flow, but it is too early to determine that”
- “Decreased revenue, increased expenses, increased satisfaction”



## Q6: Are you considering changing your practice structure in the near future?



## Q7: If so, how?

ANSWER CHOICES	RESPONSES	
Integrating a practice with another healthcare organization (including a single specialty or multispecialty practice, individual practice association, hospital system or joint venture)	28.83%	32
Other (please specify)	25.23%	28
Hiring other practitioners	21.62%	24
Retiring	17.12%	19
Leaving New Jersey to practice elsewhere	15.32%	17
Staff reductions	13.51%	15
Joining another practice	11.71%	13
Contracting with a health care facility	9.91%	11
Total Respondents: 111		

## Q: 6-7 continued

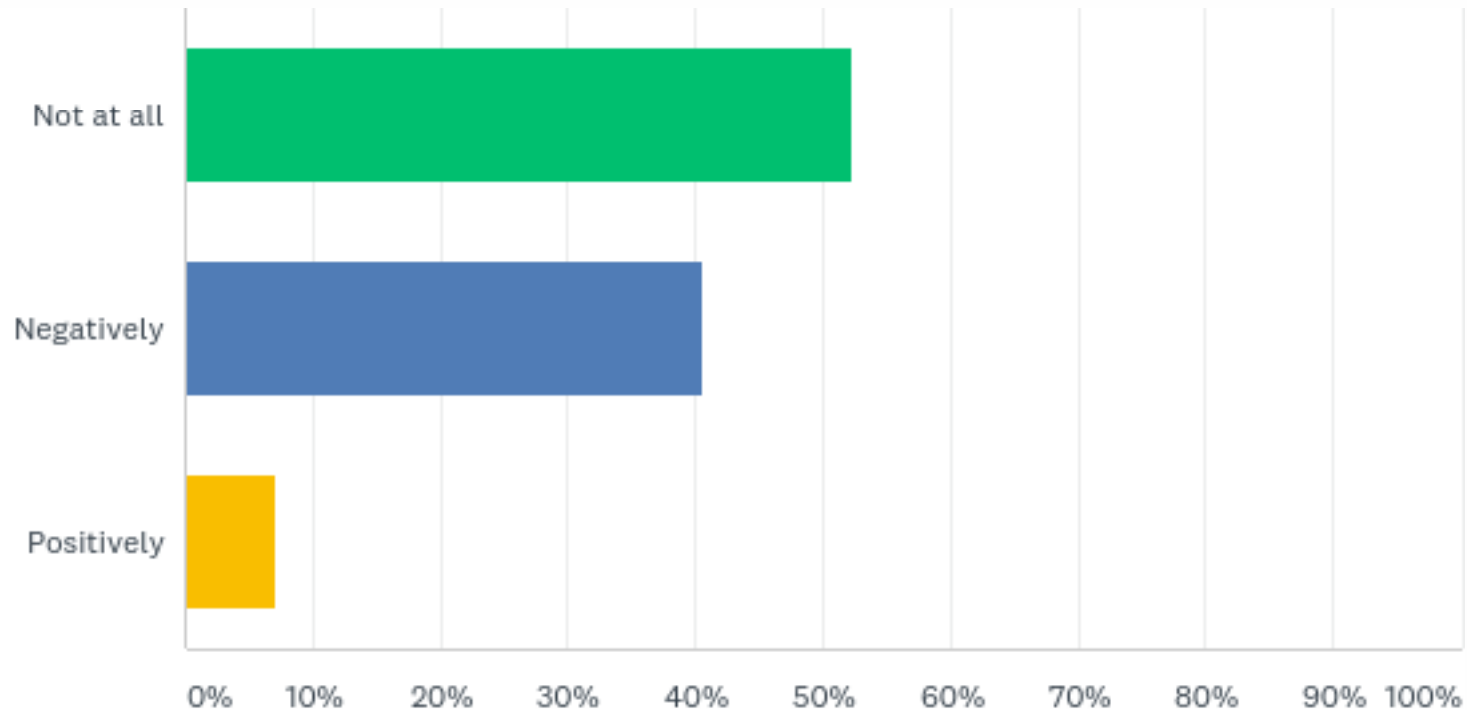
### Other responses:

- “Selling to a national company”
- “Joining Episodes of Care Program (EOC)”
- “If out of network bill S1285 passes, I will move”
- “Avoiding all insurance and practicing value-based medicine”
- “Maybe retiring”
- “Planning expansion”

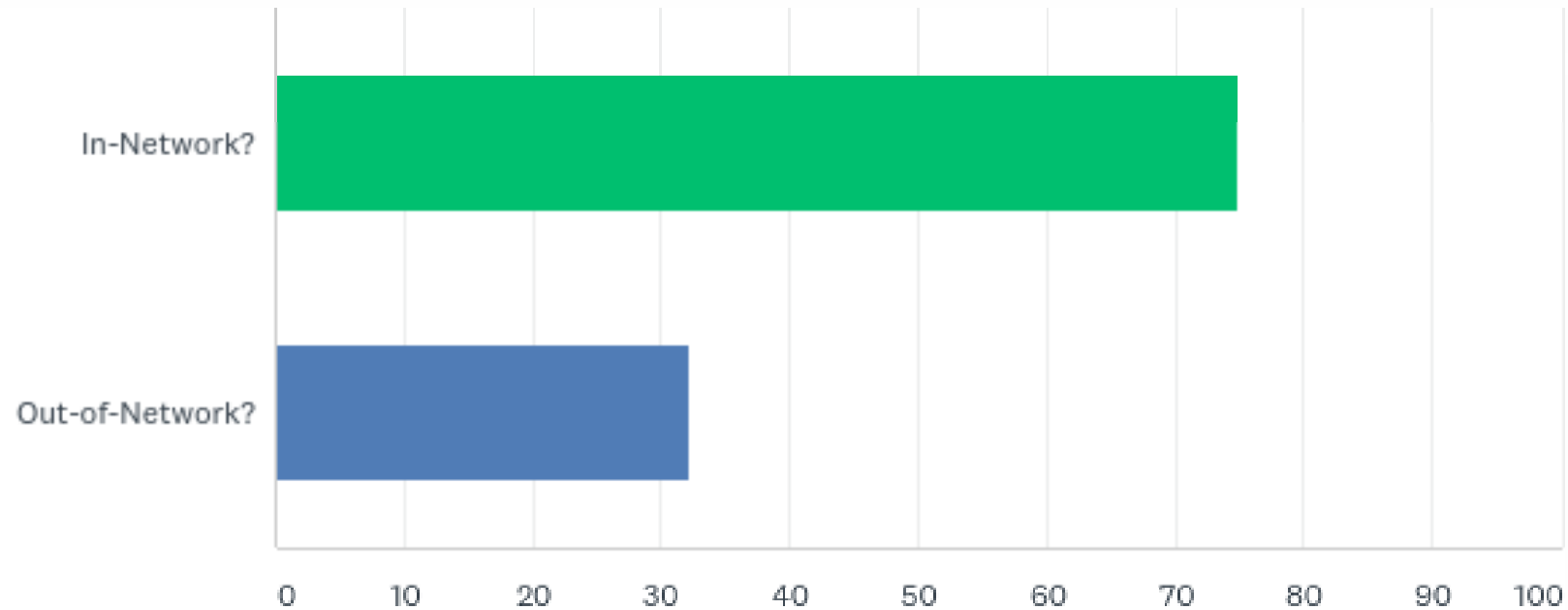
Q8: If you are considering merging or otherwise modifying your practice, what is your primary reason for doing so? (1 is the most important reason, 5 is the least)

	1	2	3	4	5	6	TOTAL	SCORE
To increase cash flow	31.58% 18	21.05% 12	19.30% 11	15.79% 9	12.28% 7	0.00% 0	57	4.44
To reduce expenses	22.64% 12	26.42% 14	26.42% 14	15.09% 8	9.43% 5	0.00% 0	53	4.38
To reduce inefficiencies in the operation of the practice	19.64% 11	26.79% 15	21.43% 12	23.21% 13	8.93% 5	0.00% 0	56	4.25
To boost market share	23.08% 12	11.54% 6	15.38% 8	19.23% 10	28.85% 15	1.92% 1	52	3.75
Because competing organizations are integrating	22.00% 11	10.00% 5	16.00% 8	18.00% 9	28.00% 14	6.00% 3	50	3.62
Other reasons	16.67% 6	2.78% 1	8.33% 3	5.56% 2	11.11% 4	55.56% 20	36	2.42

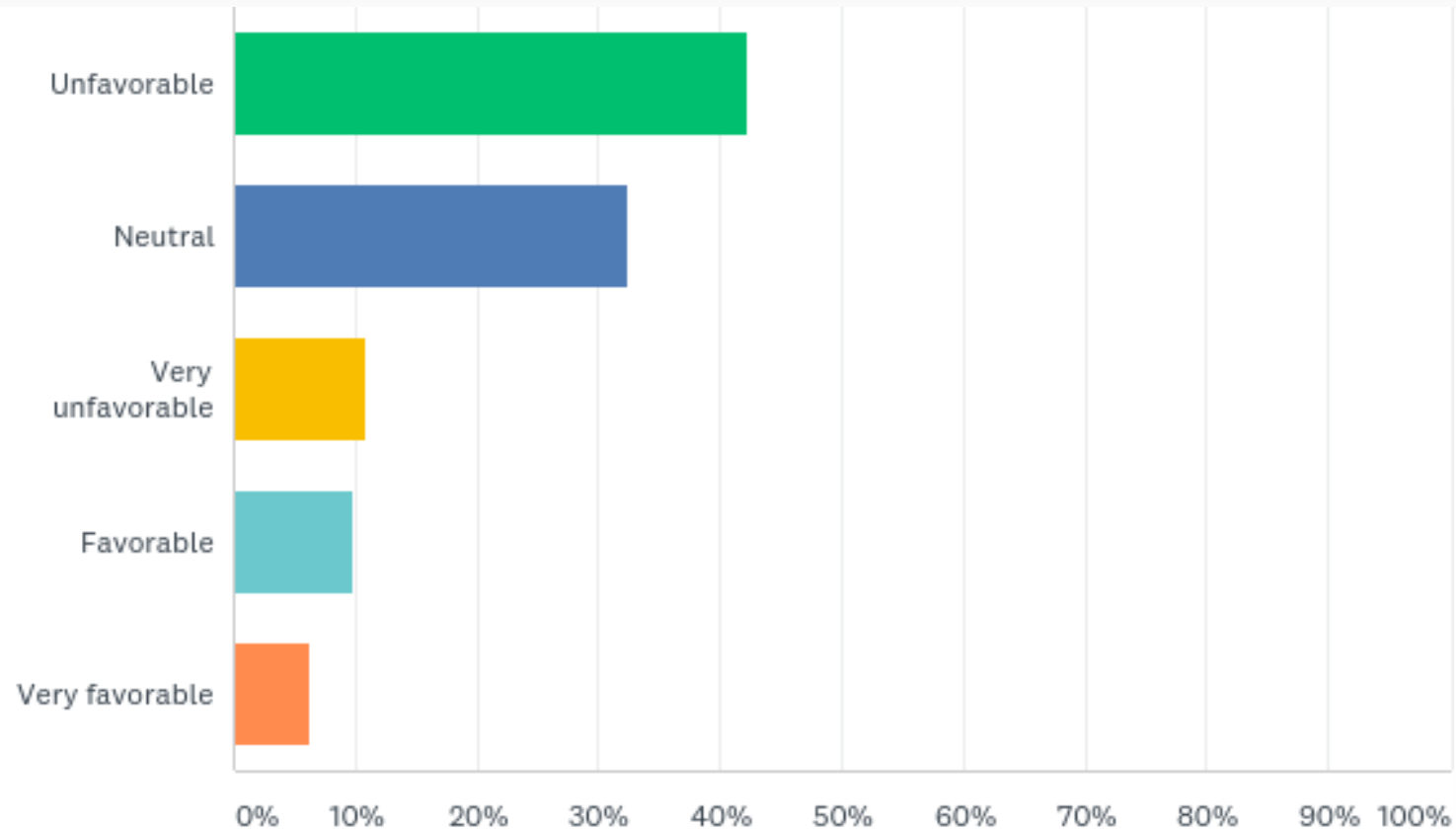
## Q9: How have you been affected by the OMNIA Tier program?



## Q10: What percentage of your billing is...?



## Q11: Generally, what is your outlook concerning your medical practice for 2018?



## Q12: What is your biggest concern about your practice going into 2018?

ANSWER CHOICES	RESPONSES	
Reduced reimbursement	53.15%	59
Increased administrative burdens impacting patient care	50.45%	56
Keeping up with regulations and compliance demands, in general	42.34%	47
Increased pressure to give up independent practice	29.73%	33
Uncertainty about changes to or repeal of Federal ACA	23.42%	26
Potential loss of out-of-network billing	22.52%	25
Denial of payment based on medical necessity	21.62%	24
Keeping my patient base intact	18.02%	20
Staying compliant with HIPAA in an ever-changing digital world	9.01%	10
Other (please specify)	3.60%	4
Total Respondents: 111		



## Q12: cont. What is your biggest concern about your practice going into 2018?

### Other responses:

- “Becoming a cog in a faceless machine”
- “Less concern since I left NJ solo practice and joined a large health system”

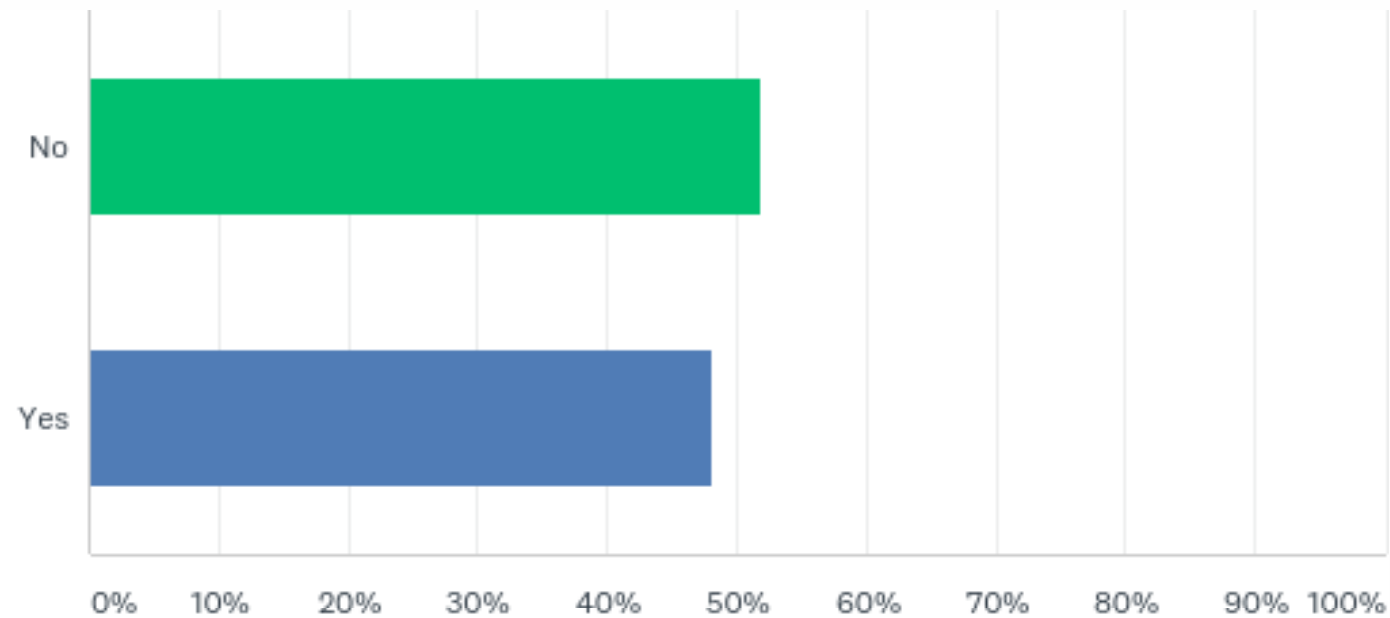
# Q13: In your opinion, what is the primary reason for the health care crisis in this country?

ANSWER CHOICES	RESPONSES	
Insurance companies	66.67%	74
The escalating costs associated with the practice of medicine	43.24%	48
Too much government intervention	42.34%	47
Too many people don't have insurance	7.21%	8
Inadequate patient health education	4.50%	5
Total Respondents: 111		

## Q14: Do you practice as:

ANSWER CHOICES	RESPONSES	
In a group of 5 or less	37.27%	41
In a group of 15 or more	22.73%	25
Sole practitioner	21.82%	24
In a group of 6 to 14	11.82%	13
As an employee of a health care facility or its affiliate	10.00%	11
Total Respondents: 110		

Q15: Would you recommend that a young person graduating from college go into the medical profession?



## If yes, why?

- “It is a noble profession with great personal rewards”
- “Gratifying career and honorable work”
- “What’s better than being a doctor?”
- “Excellent opportunities and intellectual satisfaction”
- “Need more medical professionals to meet patient aging and growing population”
- “At the end of the day, we're all trying to help for the greater good. If you wish to live a life of helping others, then a being a physician is worth its weight in gold.”

## If no, why not?

- “Costs too much – ROI is not there anymore”
- “Very long and hardworking schedule without appreciation and unfortunately too much medical malpractice”
- “Too much government interference: increased costs while reimbursements have declined”
- “A smart individual can do far better and work fewer hours for the same compensation. Other professions are not under pressure from insurance companies and regulators
- “The rewards are not worth the sacrifice. Too many risks and pitfalls”
- “Doctors are not considered important to the system and will continue to be marginalized”