TMA 2010 Physician Survey
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Low/declining payments</td>
<td>15%</td>
<td>32%</td>
<td>28%</td>
<td>31%</td>
<td>43%</td>
<td>33%</td>
</tr>
<tr>
<td>Health system reform</td>
<td>&lt;1%</td>
<td>3%</td>
<td>&lt;1%</td>
<td>3%</td>
<td>2%</td>
<td>18%</td>
</tr>
<tr>
<td>Economic survival</td>
<td>&lt;1%</td>
<td>3%</td>
<td>9%</td>
<td>13%</td>
<td>15%</td>
<td>16%</td>
</tr>
<tr>
<td>Third-party interference</td>
<td>2%</td>
<td>9%</td>
<td>6%</td>
<td>7%</td>
<td>5%</td>
<td>11%</td>
</tr>
<tr>
<td>Un/underinsured</td>
<td>3%</td>
<td>2%</td>
<td>6%</td>
<td>11%</td>
<td>10%</td>
<td>5%</td>
</tr>
<tr>
<td>Quality/access to care</td>
<td>4%</td>
<td>4%</td>
<td>4%</td>
<td>7%</td>
<td>2%</td>
<td>4%</td>
</tr>
<tr>
<td>Physician supply</td>
<td>2%</td>
<td>2%</td>
<td>3%</td>
<td>3%</td>
<td>2%</td>
<td>3%</td>
</tr>
<tr>
<td>Managed care/insurers</td>
<td>44%</td>
<td>16%</td>
<td>9%</td>
<td>9%</td>
<td>7%</td>
<td>2%</td>
</tr>
<tr>
<td>Liability/tort reform</td>
<td>6%</td>
<td>25%</td>
<td>33%</td>
<td>5%</td>
<td>4%</td>
<td>2%</td>
</tr>
<tr>
<td>Texas Medical Board</td>
<td></td>
<td>2%</td>
<td></td>
<td>2%</td>
<td></td>
<td>0%</td>
</tr>
<tr>
<td>Other</td>
<td>5%</td>
<td>3%</td>
<td>2%</td>
<td>6%</td>
<td>8%</td>
<td>5%</td>
</tr>
</tbody>
</table>
Practice Viability
Physician Income

Two Year Change in Personal Income from Medical Practice

- 2006: 55% Decreased, 29% Stayed the same, 16% Increased
- 2008: 61% Decreased, 28% Stayed the same, 11% Increased
- 2010: 61% Decreased, 27% Stayed the same, 12% Increased
Two Year Change in Personal Income from Medical Practice by Physician Age

- **Under 40**: 19% Increased, 36% Decreased, 45% Stayed the same
- **40 to 49**: 13% Increased, 26% Decreased, 61% Stayed the same
- **50 to 59**: 11% Increased, 26% Decreased, 62% Stayed the same
- **60+**: 8% Increased, 20% Decreased, 72% Stayed the same
Cash Flow Problems Due to Insurer or Government Payer Policies

<table>
<thead>
<tr>
<th>Physician Specialty</th>
<th>Yes</th>
<th>Don't know</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>69%</td>
<td>14%</td>
<td>17%</td>
</tr>
<tr>
<td>Surgical specialty</td>
<td>74%</td>
<td>8%</td>
<td>18%</td>
</tr>
<tr>
<td>Primary care</td>
<td>71%</td>
<td>13%</td>
<td>16%</td>
</tr>
<tr>
<td>Non-surgical specialty</td>
<td>70%</td>
<td>11%</td>
<td>19%</td>
</tr>
<tr>
<td>Indirect access</td>
<td>65%</td>
<td>22%</td>
<td>14%</td>
</tr>
<tr>
<td>Pediatrics</td>
<td>58%</td>
<td>26%</td>
<td>16%</td>
</tr>
<tr>
<td>-------------------------------------------------------------------</td>
<td>------</td>
<td>------</td>
<td>------</td>
</tr>
<tr>
<td>Draw from personal funds</td>
<td>46</td>
<td>68</td>
<td>39</td>
</tr>
<tr>
<td>Secure commercial loans</td>
<td>33</td>
<td>46</td>
<td>32</td>
</tr>
<tr>
<td>Lay off employees</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Terminate/renegotiate plan contracts</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Reduce/terminate services to government payers</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Close or sell a practice</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Physician Disclosure of Fee for Services

- Give patients individual fees/cost ranges when they ask: 74%
- Try to estimate the insurance payment and net patient liability in advance: 39%
- Routinely give fee information when planning future tests or procedures: 26%
- Never give out information about fees: 13%
- Publish a complete fee schedule: 5%
- Publish most frequently billed fees: 2%
Selected Differences in Fee Disclosure by Physician Specialty

Give patients individual fees/cost ranges when they ask.
- Surgical specialty: 78%
- Primary care: 77%
- Pediatrics: 70%
- Non-surgical specialty: 79%
- Indirect access: 56%

Try to estimate the insurance payment and net patients liability in advance.
- Surgical specialty: 54%
- Primary care: 40%
- Pediatrics: 24%
- Non-surgical specialty: 45%
- Indirect access: 18%

I never give out information about my fees.
- Surgical specialty: 6%
- Primary care: 12%
- Pediatrics: 11%
- Non-surgical specialty: 7%
- Indirect access: 32%
Percentage of Physician Practices Which Offer Prompt Pay Discounts

- Total: 72%
- Indirect access: 61%
- Non-surgical specialty: 61%
- Pediatrics: 78%
- Primary care: 79%
- Surgical specialty: 86%
Frequency in Which Necessary Information About Patient Payment is Available from Insurer

<table>
<thead>
<tr>
<th>Insurer</th>
<th>Never</th>
<th>Rarely</th>
<th>Sometimes</th>
<th>Often</th>
<th>Always</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>10%</td>
<td>13%</td>
<td>29%</td>
<td>32%</td>
<td>16%</td>
</tr>
<tr>
<td>Aetna</td>
<td>10%</td>
<td>12%</td>
<td>31%</td>
<td>31%</td>
<td>16%</td>
</tr>
<tr>
<td>Blue Cross/Blue Shield</td>
<td>10%</td>
<td>12%</td>
<td>27%</td>
<td>34%</td>
<td>17%</td>
</tr>
<tr>
<td>Cigna</td>
<td>11%</td>
<td>14%</td>
<td>29%</td>
<td>32%</td>
<td>15%</td>
</tr>
<tr>
<td>Humana</td>
<td>11%</td>
<td>14%</td>
<td>29%</td>
<td>32%</td>
<td>14%</td>
</tr>
<tr>
<td>UnitedHealthcare</td>
<td>10%</td>
<td>14%</td>
<td>28%</td>
<td>31%</td>
<td>17%</td>
</tr>
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</table>
# Practice Description

<table>
<thead>
<tr>
<th>Type of Practice</th>
<th>2000</th>
<th>2002</th>
<th>2004</th>
<th>2006</th>
<th>2008</th>
<th>2010</th>
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<tbody>
<tr>
<td>%</td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>%</td>
</tr>
<tr>
<td>Solo</td>
<td>32</td>
<td>42</td>
<td>40</td>
<td>44</td>
<td>40</td>
<td>34</td>
</tr>
<tr>
<td>Group practice owner</td>
<td>20</td>
<td>28</td>
<td>24</td>
<td>25</td>
<td>27</td>
<td>28</td>
</tr>
<tr>
<td>Group practice employee</td>
<td>20</td>
<td>13</td>
<td>15</td>
<td>13</td>
<td>14</td>
<td>18</td>
</tr>
<tr>
<td>Partnership</td>
<td>9</td>
<td>9</td>
<td>11</td>
<td>7</td>
<td>9</td>
<td>8</td>
</tr>
<tr>
<td>Resident/ student/ intern*</td>
<td>7</td>
<td>0.1</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Teaching/ administration/ research</td>
<td>7</td>
<td>5</td>
<td>5</td>
<td>7</td>
<td>6</td>
<td>7</td>
</tr>
<tr>
<td>Other</td>
<td>5</td>
<td>4</td>
<td>6</td>
<td>4</td>
<td>5</td>
<td>5</td>
</tr>
</tbody>
</table>

*This is the first year students and interns were surveyed.*
Legal Form of Practice

- Professional association: 45%
- Sole proprietor: 15%
- Limited liability corporation: 9%
- Limited liability partnership: 8%
- Partnership: 5%
- Nonprofit Health corporation: 11%
- Other: 7%
EHR Status of Practice

- We currently use an EHR. 51%
- We want to or plan to implement an EHR. 30%
- We do not plan to implement an EHR. 19%
Starting Practice Ownership by Physician Age

- **Total**: 36% Owner, 55% Employee, 9% Contractor
- **Under 40**: 25% Owner, 68% Employee, 7% Contractor
- **40 to 49**: 23% Owner, 64% Employee, 13% Contractor
- **50 to 59**: 41% Owner, 52% Employee, 7% Contractor
- **60+**: 53% Owner, 40% Employee, 7% Contractor
Physician Ownership Status by Year in Which Started Medical Practice

- **Owner**
- **Employee**
- **Contractor**

Data points for each category:

- **1953–1973**
  - Owner: [Value]
  - Employee: [Value]
  - Contractor: [Value]

- **1974–1983**
  - Owner: [Value]
  - Employee: [Value]
  - Contractor: [Value]

- **1984–1993**
  - Owner: [Value]
  - Employee: [Value]
  - Contractor: [Value]

- **1994–2003**
  - Owner: [Value]
  - Employee: [Value]
  - Contractor: [Value]

- **2004–2010**
  - Owner: [Value]
  - Employee: [Value]
  - Contractor: [Value]
Starting Employer or Contractor

- A physician group practice: 60%
- A medical school or faculty practice plan: 13%
- A NPHC: 10%
- A state or federal agency: 9%
- Other: 8%

Other includes medical school/faculty practice plans, urgent care facilities, ambulatory surgical centers, hospice, skilled nursing facilities, home health agencies, Rural Health Clinics, Federally Qualified Health Centers, and health plans.
Starting Ownership or Employment Type by Year in Which Started Medical Practice

- **Practice owner**
- **Physician group practice employee**
- **NPHC employee**
- **State or federal employee**
- **Other**

Yearly percentage breakdown:
- **1953-1973**: Practice owner, Physician group practice employee, NPHC employee, State or federal employee, Other
- **1974-1983**: Practice owner, Physician group practice employee, NPHC employee, State or federal employee, Other
- **1984-1993**: Practice owner, Physician group practice employee, NPHC employee, State or federal employee, Other
- **1994-2003**: Practice owner, Physician group practice employee, NPHC employee, State or federal employee, Other
- **2004-2010**: Practice owner, Physician group practice employee, NPHC employee, State or federal employee, Other
<table>
<thead>
<tr>
<th>Specialty</th>
<th>Large metropolitan area</th>
<th>Small urban area</th>
<th>Rural</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>60%</td>
<td>28%</td>
<td>13%</td>
</tr>
<tr>
<td>Indirect access</td>
<td>67%</td>
<td>24%</td>
<td>8%</td>
</tr>
<tr>
<td>Non-surgical specialty</td>
<td>66%</td>
<td>28%</td>
<td>6%</td>
</tr>
<tr>
<td>Surgical specialty</td>
<td>60%</td>
<td>30%</td>
<td>11%</td>
</tr>
<tr>
<td>Pediatrics</td>
<td>58%</td>
<td>31%</td>
<td>10%</td>
</tr>
<tr>
<td>Primary care</td>
<td>50%</td>
<td>28%</td>
<td>22%</td>
</tr>
</tbody>
</table>
Very Important Starting Practice Deciders

- Personal control of clinical decisions: 77%
- Geographic location: 64%
- Opportunities for practice growth: 61%
- Personal control of practice decisions: 57%
- Profitability: 45%
- Availability of facilities, equipment, other specialties: 43%
- Work–life balance: 41%
- Guaranteed income: 39%
- Amount of call and coverage duty: 35%
- Physician mentors: 34%
- Patient population characteristics: 31%
- Benefit package (insurance, retirement, etc.): 30%
- Investment required: 21%
- Reduced or limited management responsibility: 19%
- Leverage in health plan contracting: 18%
- Subsidies for uncompensated care: 8%
Selected Differences in Very Important Practice Deciders and Physician Starting Practice Environment

- **Personal control of clinical decisions**
  - Owner: 94%
  - Physician employee: 79%
  - NPHC employee: 69%
  - State or federal employee: 37%
  - Other: 46%

- **Personal control of practice decisions**
  - Owner: 89%
  - Physician employee: 54%
  - NPHC employee: 21%
  - State or federal employee: 4%
  - Other: 12%

- **Opportunities for practice growth**
  - Owner: 79%
  - Physician employee: 69%
  - NPHC employee: 33%
  - State or federal employee: 4%
  - Other: 23%

- **Geographic location**
  - Owner: 72%
  - Physician employee: 66%
  - NPHC employee: 64%
  - State or federal employee: 27%
  - Other: 51%
Percentage of Physicians Still Practicing in Starting Environment

- Total: 50%
- Owner: 68%
- Employee: 25%
- Contractor: 39%
Number of Years Physicians Stayed in Their Initial Practice Environment

<table>
<thead>
<tr>
<th>Role</th>
<th>Mean Years</th>
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<tbody>
<tr>
<td>Contractor</td>
<td>5</td>
</tr>
<tr>
<td>Employee</td>
<td>5</td>
</tr>
<tr>
<td>Owner</td>
<td>11</td>
</tr>
</tbody>
</table>

Total, 7
Very Important Factors in Physicians’ Decision to Leave Starting Practice Environment

- Personal control of clinical decisions: 60%
- Personal control of practice decisions: 59%
- Opportunities for practice growth: 58%
- Geographic location: 47%
- Profitability: 44%
- Work-life balance: 39%
- Amount of call and coverage duty: 30%
- Patient population characteristics: 26%
- Availability of facilities, equipment, other specialties: 26%
- Guaranteed income: 21%
- Reduced or limited management responsibility: 19%
- Leverage in health plan consulting: 19%
- Benefit package: 19%
- Physician mentors: 14%
- Investment required: 12%
- Subsidies for uncompensated care: 9%
Selected Differences in Very Important Factors in Decision to Leave Initial Practice Environment By Physician Specialty

Geographic location
- Surgical specialty: 60%
- Non-surgical specialty: 38%
- Primary care: 46%
- Pediatrics: 43%
- Indirect access: 58%

Opportunities for practice growth
- Surgical specialty: 66%
- Non-surgical specialty: 64%
- Primary care: 56%
- Pediatrics: 55%
- Indirect access: 41%
Selected Differences in Very Important Factors in Decision to Leave Initial Practice Environment by Ownership Status

- **Personal control of practice decisions**
  - Contractor: 48%
  - Employee: 66%
  - Owner: 59%

- **Work-life balance**
  - Contractor: 45%
  -Employee: 35%
  - Owner: 32%
Physician Ownership Status

- Owner: 66%
- Employee: 26%
- Contractor: 8%
Current Ownership Status by Year in Which Started Medical Practice After Residency

- Owner
- Employee
- Contractor

Year Ranges:
- 1953–1973
- 1974–1983
- 1984–1993
- 1994–2003
- 2004–2010
Practice Ownership by Physician County

<table>
<thead>
<tr>
<th>County</th>
<th>Owner</th>
<th>Employee</th>
<th>Contractor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>66%</td>
<td>26%</td>
<td>8%</td>
</tr>
<tr>
<td>Bexar</td>
<td>55%</td>
<td>30%</td>
<td>15%</td>
</tr>
<tr>
<td>Dallas</td>
<td>64%</td>
<td>27%</td>
<td>9%</td>
</tr>
<tr>
<td>Harris</td>
<td>65%</td>
<td>28%</td>
<td>7%</td>
</tr>
<tr>
<td>Other</td>
<td>66%</td>
<td>28%</td>
<td>6%</td>
</tr>
<tr>
<td>Rural</td>
<td>64%</td>
<td>18%</td>
<td>18%</td>
</tr>
<tr>
<td>Tarrant</td>
<td>76%</td>
<td>19%</td>
<td>5%</td>
</tr>
<tr>
<td>Travis</td>
<td>73%</td>
<td>20%</td>
<td>7%</td>
</tr>
</tbody>
</table>
Current Employer or Contractor

- A physician group practice: 40%
- A state or federal agency: 6%
- A NPHC: 18%
- A medical school or faculty practice plan: 18%
- Other: 18%
Current Physician Owner or Employer

- Owner: 66%
- Physician group practice employee: 14%
- NPHC employee: 6%
- A state or federal employee: 2%
- Other: 12%
Current Ownership or Employment Type by Year in Which Started Medical Practice after Residency

- Practice owner
- Physician group practice employee
- NPHC employee
- State or federal employee
- Other
Very Satisfying Aspects of Current Practice Environment

- Personal control of clinical decisions: 77%
- Geographic location: 75%
- Personal control of practice decisions: 65%
- Patient population characteristics: 55%
- Availability of facilities, equipment, other specialties: 54%
- Investment required: 53%
- Amount of call and coverage duty: 49%
- Opportunities for practice growth: 48%
- Work–life balance: 46%
- Benefit package: 39%
- Profitability: 38%
- Physician mentors: 35%
- Guaranteed income: 35%
- Reduced or limited management responsibility: 31%
- Leverage in health plan contracting: 25%
- Subsidies for uncompensated care: 16%
Selected Differences in Very Satisfying Aspects of Current Practice Environment by Physician Age

- Opportunities for practice growth
- Work-life balance
- Availability of facilities, equipment, other specialties

<table>
<thead>
<tr>
<th></th>
<th>Under 40</th>
<th>40 to 49</th>
<th>50 to 59</th>
<th>60+</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opportunities for growth</td>
<td>54%</td>
<td>51%</td>
<td>47%</td>
<td>40%</td>
</tr>
<tr>
<td>Work-life balance</td>
<td>52%</td>
<td>46%</td>
<td>41%</td>
<td>47%</td>
</tr>
<tr>
<td>Availability of facilities, equipment, other specialties</td>
<td>41%</td>
<td>41%</td>
<td>53%</td>
<td>59%</td>
</tr>
</tbody>
</table>
Selected Differences in Very Satisfying Aspects of Current Practice Environment by Ownership Status

- Personal control of practice decisions:
  - Owner: 83%
  - Employee: 27%
  - Contractor: 51%

- Personal control of clinical decisions:
  - Owner: 88%
  - Employee: 57%
  - Contractor: 66%

- Patient population characteristics:
  - Owner: 63%
  - Employee: 47%
  - Contractor: 60%

- Opportunities for practice growth:
  - Owner: 59%
  - Employee: 31%
  - Contractor: 44%
Selected Differences in Very Satisfying Aspects of Current Practice Environment by Physician Specialty

- **Personal control of clinical decisions**
  - Surgical specialty: 82%
  - Primary care: 78%
  - Pediatrics: 78%
  - Non-surgical specialty: 78%
  - Indirect access: 84%

- **Personal control of practice decisions**
  - Surgical specialty: 66%
  - Primary care: 70%
  - Pediatrics: 72%
  - Non-surgical specialty: 73%
  - Indirect access: 65%

- **Patient population characteristics**
  - Surgical specialty: 46%
  - Primary care: 53%
  - Pediatrics: 53%
  - Non-surgical specialty: 58%
  - Indirect access: 60%

- **Investment required**
  - Surgical specialty: 43%
  - Primary care: 47%
  - Pediatrics: 48%
  - Non-surgical specialty: 54%
  - Indirect access: 56%
Percentage of Physicians Who Will Stay in Current Practice Environment Until Retirement by Age

- **Total**: 70%
- **Under 40**: 53%
- **40 to 49**: 65%
- **50 to 59**: 71%
- **60+**: 87%
Percentage of Physicians Who Will Stay in Current Practice Environment Until Retirement by Ownership Status

- Total: 70%
- Owner: 76%
- Employee: 57%
- Contractor: 60%
Average Amount of Charity Care Delivered Per Physician

<table>
<thead>
<tr>
<th>Physician Specialty</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>$38,551</td>
</tr>
<tr>
<td>Indirect access</td>
<td>$81,157</td>
</tr>
<tr>
<td>Surgical specialty</td>
<td>$57,593</td>
</tr>
<tr>
<td>Non-surgical specialty</td>
<td>$39,954</td>
</tr>
<tr>
<td>Primary care</td>
<td>$20,749</td>
</tr>
<tr>
<td>Pediatrics</td>
<td>$18,790</td>
</tr>
</tbody>
</table>
Mean Value of Uncollectible Debt Per Physician by County

- Total: $69,042
- Bexar: $34,923
- Dallas: $48,002
- Harris: $94,767
- Other: $64,871
- Rural: $112,208
- Tarrant: $75,877
- Travis: $37,138
Percent of Physicians Who Are Members of a Preferred Tier Plan by Age

<table>
<thead>
<tr>
<th>Age Group</th>
<th>Yes (%)</th>
<th>No (%)</th>
<th>Don't Know (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>44%</td>
<td>27%</td>
<td>30%</td>
</tr>
<tr>
<td>Under 40</td>
<td>38%</td>
<td>22%</td>
<td>40%</td>
</tr>
<tr>
<td>40 to 49</td>
<td>42%</td>
<td>21%</td>
<td>38%</td>
</tr>
<tr>
<td>50 to 59</td>
<td>49%</td>
<td>27%</td>
<td>24%</td>
</tr>
<tr>
<td>60+</td>
<td>41%</td>
<td>35%</td>
<td>24%</td>
</tr>
<tr>
<td>Specialty</td>
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<td>No</td>
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</tr>
<tr>
<td>---------------------------------</td>
<td>------</td>
<td>-----</td>
<td>-----------</td>
</tr>
<tr>
<td>Total</td>
<td>44%</td>
<td>27%</td>
<td>30%</td>
</tr>
<tr>
<td>Primary care</td>
<td>54%</td>
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<td>28%</td>
</tr>
<tr>
<td>Pediatrics</td>
<td>47%</td>
<td>26%</td>
<td>28%</td>
</tr>
<tr>
<td>Non-surgical specialty</td>
<td>42%</td>
<td>27%</td>
<td>32%</td>
</tr>
<tr>
<td>Surgical specialty</td>
<td>39%</td>
<td>38%</td>
<td>23%</td>
</tr>
<tr>
<td>Indirect access</td>
<td>16%</td>
<td>40%</td>
<td>44%</td>
</tr>
</tbody>
</table>

Legend: Yes, No, Don't know
Physician Status in Preferred Tier Networks

- Rated high on quality, not cost: 13% (2010), 15% (2008)
- In all preferred tiers: 22% (2010), 22% (2008)
- In some preferred tiers: 37% (2010), 36% (2008)
- Not in any preferred tiers: 9% (2010), 7% (2008)
- Don't know: 19% (2010), 21% (2008)
Preferred Tier Selection Data

Available
- Yes: 38%
- No: 51%
- Don't know: 11%

Accurate
- Yes: 10%
- No: 53%
- Don't know: 38%

Meaningful
- Yes: 6%
- No: 67%
- Don't know: 27%
Change in Preferred Tier Status

- No change: 50%
- In the preferred tier one year, deselected next year: 17%
- Not in the preferred tier one year, selected next year: 18%
- Don't know: 12%
- Not applicable: 3%
Physician Contractual Relationships

- **Aetna**: 81% Yes, 16% No, 4% Don't know
- **Blue Cross/Blue Shield**: 87% Yes, 10% No, 3% Don't know
- **Cigna**: 78% Yes, 17% No, 5% Don't know
- **Humana**: 77% Yes, 18% No, 5% Don't know
- **UnitedHealthcare**: 83% Yes, 13% No, 3% Don't know
Percentage of Physicians Contracted with Health Plans by Specialty

- **Aetna**
  - Surgical specialty: 73%
  - Primary care: 86%
  - Pediatrics: 88%
  - Non-surgical specialty: 88%
  - Indirect access: 88%

- **Blue Cross/Blue Shield**
  - Surgical specialty: 67%
  - Primary care: 80%
  - Pediatrics: 80%
  - Non-surgical specialty: 85%
  - Indirect access: 93%

- **Cigna**
  - Surgical specialty: 71%
  - Primary care: 81%
  - Pediatrics: 85%
  - Non-surgical specialty: 88%
  - Indirect access: 88%

- **Humana**
  - Surgical specialty: 63%
  - Primary care: 66%
  - Pediatrics: 75%
  - Non-surgical specialty: 84%
  - Indirect access: 90%

- **United Healthcare**
  - Surgical specialty: 70%
  - Primary care: 73%
  - Pediatrics: 78%
  - Non-surgical specialty: 78%
  - Indirect access: 88%

Legend:
- Surgical specialty
- Primary care
- Pediatrics
- Non-surgical specialty
- Indirect access
Plan Response to Physician Attempts to Join a Network

- Received a contract: 47%
- No response: 26%
- Received an offer, but it was unacceptable: 27%
Physician Attempts to Negotiate Plan Contracts

- No: 41%
- Yes: 54%
- N/A - no contracts: 5%
Reason for Contract Terminations

- Payment rate cuts imposed by plan: 55%
- Payments that had not increased enough to cover practice costs: 53%
- Other payment problems such as claim denials, incorrect, or late payment, or bundling: 45%
- Administrative burden imposed on practice by plan: 40%
- Other: 16%
Termination Notice Resulted in New or Renewed Negotiations with New Contract and No Lapse Coverage

- Yes, every time: 2%
- Sometimes: 21%
- No: 77%
Physician Practices with a Method to Detect a Silent PPO

- Yes: 22%
- No: 42%
- Don't know: 28%
- N/A – no contracts: 8%
Percentage of Physician Practices Which Detected Contractual Discounts Accessed without Consent

- Yes: 50%
- No: 36%
- Don't know: 14%
<table>
<thead>
<tr>
<th>Physician Specialty</th>
<th>Listed as participating, I was not</th>
<th>Not listed, I was participating</th>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td>28%</td>
<td>29%</td>
<td>43%</td>
</tr>
<tr>
<td>Pediatrics</td>
<td>34%</td>
<td>32%</td>
<td>34%</td>
</tr>
<tr>
<td>Primary care</td>
<td>34%</td>
<td>27%</td>
<td>39%</td>
</tr>
<tr>
<td>Non-surgical specialty</td>
<td>33%</td>
<td>29%</td>
<td>39%</td>
</tr>
<tr>
<td>Surgical specialty</td>
<td>22%</td>
<td>40%</td>
<td>38%</td>
</tr>
<tr>
<td>Indirect access</td>
<td>11%</td>
<td>21%</td>
<td>69%</td>
</tr>
</tbody>
</table>
Percentage of Physicians Who Experienced Problems with Assignment of Benefits

- Payers refusing to honor assignment, resulting in plans paying patients instead of physicians: 72%
- Payers’ asserting assignment imposes a prohibition on balance billing: 62%
Healthy Environment
## Acceptance of New Patients By Payer Type

<table>
<thead>
<tr>
<th>Payer Type</th>
<th>2008</th>
<th></th>
<th></th>
<th>2010</th>
<th></th>
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<tr>
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<td>Accept</td>
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<td>Limit</td>
<td>Accept</td>
<td>Decline</td>
<td>Limit</td>
</tr>
<tr>
<td>----------------------------------------------------------------------------</td>
<td>--------</td>
<td>---------</td>
<td>-------</td>
<td>--------</td>
<td>---------</td>
<td>-------</td>
</tr>
<tr>
<td>PPOs</td>
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<td>4</td>
<td>15</td>
<td>83</td>
<td>4</td>
<td>14</td>
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<td>Uninsured</td>
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<td>2</td>
<td>38</td>
<td>67</td>
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<td>17</td>
<td>19</td>
<td>66</td>
<td>15</td>
<td>19</td>
</tr>
<tr>
<td>The military health care plan, Tricare</td>
<td>53</td>
<td>25</td>
<td>22</td>
<td>64</td>
<td>19</td>
<td>17</td>
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<tr>
<td>HMOs</td>
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<td>26</td>
<td>59</td>
<td>14</td>
<td>27</td>
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<tr>
<td>Medicare Advantage plans</td>
<td>43</td>
<td>23</td>
<td>34</td>
<td>48</td>
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<td>53</td>
<td>14</td>
<td>39</td>
<td>45</td>
<td>16</td>
</tr>
<tr>
<td>Workers Compensation</td>
<td>23</td>
<td>65</td>
<td>12</td>
<td>29</td>
<td>55</td>
<td>16</td>
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</table>
Physician Acceptance of Patients Covered by PPOs

<table>
<thead>
<tr>
<th>Physician Age</th>
<th>Accept all</th>
<th>Accept none</th>
<th>Limit</th>
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</thead>
<tbody>
<tr>
<td>Total</td>
<td>83%</td>
<td>4%</td>
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<tr>
<td>Under 40</td>
<td>93%</td>
<td>2%</td>
<td>5%</td>
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<tr>
<td>40 to 49</td>
<td>88%</td>
<td>2%</td>
<td>10%</td>
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<tr>
<td>50 to 59</td>
<td>78%</td>
<td>4%</td>
<td>17%</td>
</tr>
<tr>
<td>60+</td>
<td>75%</td>
<td>5%</td>
<td>20%</td>
</tr>
</tbody>
</table>
Physician Acceptance of Patients Covered by Medicare

- **Total**: 66% Accept all, 15% Accept none, 19% Limit
- **Indirect access**: 89% Accept all, 2% Accept none, 9% Limit
- **Non-surgical specialty**: 76% Accept all, 9% Accept none, 14% Limit
- **Surgical specialty**: 75% Accept all, 6% Accept none, 19% Limit
- **Primary care**: 52% Accept all, 20% Accept none, 29% Limit
- **Pediatrics**: 20% Accept all, 64% Accept none, 16% Limit
<table>
<thead>
<tr>
<th>Physician Specialty</th>
<th>Accept all</th>
<th>Accept none</th>
<th>Limit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>64%</td>
<td>19%</td>
<td>17%</td>
</tr>
<tr>
<td>Indirect access</td>
<td>87%</td>
<td>5%</td>
<td>8%</td>
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<tr>
<td>Non-surgical specialty</td>
<td>65%</td>
<td>17%</td>
<td>18%</td>
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<tr>
<td>Surgical specialty</td>
<td>61%</td>
<td>19%</td>
<td>20%</td>
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<tr>
<td>Pediatrics</td>
<td>56%</td>
<td>29%</td>
<td>15%</td>
</tr>
<tr>
<td>Primary care</td>
<td>55%</td>
<td>26%</td>
<td>19%</td>
</tr>
</tbody>
</table>
Physician Acceptance of HMOs

<table>
<thead>
<tr>
<th>Physician County</th>
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<th>Limit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>59%</td>
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<tr>
<td>Bexar</td>
<td>65%</td>
<td>15%</td>
<td>20%</td>
</tr>
<tr>
<td>Dallas</td>
<td>54%</td>
<td>15%</td>
<td>31%</td>
</tr>
<tr>
<td>Harris</td>
<td>54%</td>
<td>12%</td>
<td>34%</td>
</tr>
<tr>
<td>Other</td>
<td>63%</td>
<td>15%</td>
<td>22%</td>
</tr>
<tr>
<td>Rural</td>
<td>55%</td>
<td>26%</td>
<td>20%</td>
</tr>
<tr>
<td>Tarrant</td>
<td>60%</td>
<td>4%</td>
<td>36%</td>
</tr>
<tr>
<td>Travis</td>
<td>54%</td>
<td>13%</td>
<td>33%</td>
</tr>
</tbody>
</table>
Physician Acceptance of Patients Covered by Medicaid by County

Total: 42% Accept all, 32% Accept none, 26% Limit
Bexar: 56% Accept all, 23% Accept none, 21% Limit
Dallas: 40% Accept all, 44% Accept none, 16% Limit
Harris: 45% Accept all, 34% Accept none, 21% Limit
Other metro counties: 40% Accept all, 28% Accept none, 33% Limit
Rural: 58% Accept all, 18% Accept none, 24% Limit
Tarrant: 32% Accept all, 48% Accept none, 21% Limit
Travis: 30% Accept all, 38% Accept none, 32% Limit
Physician Acceptance of Medicaid Patients by Specialty

- **Total**: 42% Accept all, 32% Accept none, 26% Limit
- **Indirect access**: 77% Accept all, 9% Accept none, 14% Limit
- **Pediatrics**: 46% Accept all, 24% Accept none, 30% Limit
- **Non-surgical specialty**: 38% Accept all, 35% Accept none, 28% Limit
- **Surgical specialty**: 36% Accept all, 31% Accept none, 33% Limit
- **Primary care**: 31% Accept all, 43% Accept none, 26% Limit
Physician Acceptance of CHIP Plans by County

<table>
<thead>
<tr>
<th></th>
<th>Accept all</th>
<th>Accept none</th>
<th>Limit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>39%</td>
<td>45%</td>
<td>16%</td>
</tr>
<tr>
<td>Bexar</td>
<td>47%</td>
<td>47%</td>
<td>7%</td>
</tr>
<tr>
<td>Dallas</td>
<td>36%</td>
<td>53%</td>
<td>11%</td>
</tr>
<tr>
<td>Harris</td>
<td>43%</td>
<td>42%</td>
<td>15%</td>
</tr>
<tr>
<td>Other metro counties</td>
<td>38%</td>
<td>44%</td>
<td>18%</td>
</tr>
<tr>
<td>Rural</td>
<td>58%</td>
<td>29%</td>
<td>14%</td>
</tr>
<tr>
<td>Tarrant</td>
<td>33%</td>
<td>54%</td>
<td>12%</td>
</tr>
<tr>
<td>Travis</td>
<td>28%</td>
<td>45%</td>
<td>27%</td>
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</tbody>
</table>
Physician Acceptance of CHIP Plans by Specialty

<table>
<thead>
<tr>
<th>Specialty</th>
<th>Accept all</th>
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<th>Limit</th>
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<tbody>
<tr>
<td>Total</td>
<td>39%</td>
<td>45%</td>
<td>16%</td>
</tr>
<tr>
<td>Indirect access</td>
<td>81%</td>
<td>12%</td>
<td>6%</td>
</tr>
<tr>
<td>Pediatrics</td>
<td>50%</td>
<td>24%</td>
<td>26%</td>
</tr>
<tr>
<td>Non-surgical specialty</td>
<td>33%</td>
<td>54%</td>
<td>13%</td>
</tr>
<tr>
<td>Surgical specialty</td>
<td>30%</td>
<td>46%</td>
<td>24%</td>
</tr>
<tr>
<td>Primary care</td>
<td>29%</td>
<td>54%</td>
<td>16%</td>
</tr>
</tbody>
</table>
Physician Acceptance of Patients Covered By Workers’ Compensation

<table>
<thead>
<tr>
<th>Physician Specialty</th>
<th>Accept all</th>
<th>Accept none</th>
<th>Limit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>29%</td>
<td>55%</td>
<td>16%</td>
</tr>
<tr>
<td>Indirect access</td>
<td>79%</td>
<td>7%</td>
<td>14%</td>
</tr>
<tr>
<td>Surgical specialty</td>
<td>32%</td>
<td>41%</td>
<td>27%</td>
</tr>
<tr>
<td>Non-surgical specialty</td>
<td>20%</td>
<td>65%</td>
<td>15%</td>
</tr>
<tr>
<td>Primary care</td>
<td>20%</td>
<td>67%</td>
<td>13%</td>
</tr>
<tr>
<td>Pediatrics</td>
<td>10%</td>
<td>83%</td>
<td>7%</td>
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<tr>
<td>Action</td>
<td>Have done</td>
<td>Will do</td>
<td>Considering</td>
</tr>
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<td>-----------------------------------------------------------------------</td>
<td>-----------</td>
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<td>-------------</td>
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<tr>
<td>New MEDICAID limits</td>
<td>32%</td>
<td>9%</td>
<td>29%</td>
</tr>
<tr>
<td>New Medicare limits</td>
<td>20%</td>
<td>16%</td>
<td>37%</td>
</tr>
<tr>
<td>Reduce charity</td>
<td>17%</td>
<td>15%</td>
<td>28%</td>
</tr>
<tr>
<td>Delay IT</td>
<td>16%</td>
<td>16%</td>
<td>25%</td>
</tr>
<tr>
<td>Accept no new Medicare patients</td>
<td>14%</td>
<td>6%</td>
<td>39%</td>
</tr>
<tr>
<td>Reduce staff compensation or benefits</td>
<td>14%</td>
<td>12%</td>
<td>36%</td>
</tr>
<tr>
<td>Renegotiate/terminate some contracts</td>
<td>10%</td>
<td>19%</td>
<td>50%</td>
</tr>
<tr>
<td>Increase fees</td>
<td>7%</td>
<td>12%</td>
<td>40%</td>
</tr>
<tr>
<td>Change status to Medicare nonpar</td>
<td>6%</td>
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<td>42%</td>
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<tr>
<td>Opt out</td>
<td>5%</td>
<td>3%</td>
<td>42%</td>
</tr>
<tr>
<td>Terminate existing Medicare patients</td>
<td>4%</td>
<td>3%</td>
<td>23%</td>
</tr>
</tbody>
</table>
Physician Response to Medicaid Fee Schedule Cuts

- **New Medicaid limits**: 43% Will do, 30% Considering, 27% Will not do
- **Accept no new Medicaid patients**: 37% Will do, 30% Considering, 33% Will not do
- **Reduce charity**: 28% Will do, 32% Considering, 40% Will not do
- **Delay IT**: 27% Will do, 29% Considering, 44% Will not do
- **Renegotiate/terminate some contracts**: 25% Will do, 48% Considering, 27% Will not do
- **Terminate existing Medicaid patients**: 23% Will do, 24% Considering, 53% Will not do
- **Reduce staff compensation or benefits**: 22% Will do, 37% Considering, 41% Will not do
- **Increase standard fees**: 20% Will do, 36% Considering, 45% Will not do
Percentage of Physicians Who Have Seen Specific Cases of Poor Care Quality Caused By Policies or Controls

<table>
<thead>
<tr>
<th>Payer</th>
<th>2010</th>
<th>2008</th>
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<tbody>
<tr>
<td>Health plans</td>
<td>71%</td>
<td>56%</td>
</tr>
<tr>
<td>Medicare</td>
<td>61%</td>
<td>36%</td>
</tr>
<tr>
<td>Medicaid</td>
<td>53%</td>
<td>35%</td>
</tr>
<tr>
<td>Workers' compensation</td>
<td>25%</td>
<td>18%</td>
</tr>
</tbody>
</table>
Causes of Poor Care Quality

- Limited or tiered networks
- Limited or tiered formularies
- Denials or non-coverage for some procedures
- Delays in treatment
- Inadequate specialist access
- Inadequate access to primary care
Percentage of Physicians With Practice Privileges at a Hospital by Specialty

- Total: 90%
- Surgical specialty: 98%
- Indirect access: 91%
- Non-surgical specialty: 89%
- Primary care: 89%
- Pediatrics: 85%
Percentage of Physicians With Practice Privileges at a Hospital by County

- Total: 90%
- Bexar: 89%
- Dallas: 86%
- Harris: 94%
- Other metro counties: 93%
- Rural: 87%
- Tarrant: 91%
- Travis: 81%
Physician Agreement Regarding Hospital Relationships

Hospital and medical staff work together to solve patient safety problems.
- Strongly disagree: 7%
- Disagree: 10%
- Neutral: 21%
- Agree: 36%
- Strongly agree: 25%

Timely on-call coverage is generally available for all specialties.
- Strongly disagree: 13%
- Disagree: 16%
- Neutral: 21%
- Agree: 32%
- Strongly agree: 18%

The working relationship between hospital and medical staff is cooperative.
- Strongly disagree: 10%
- Disagree: 15%
- Neutral: 26%
- Agree: 33%
- Strongly agree: 16%

The hospital takes efforts to address physician concerns.
- Strongly disagree: 11%
- Disagree: 17%
- Neutral: 27%
- Agree: 30%
- Strongly agree: 14%

Hospital and medical staff work together to solve economic problems.
- Strongly disagree: 16%
- Disagree: 21%
- Neutral: 28%
- Agree: 23%
- Strongly agree: 13%
Percentage of Physicians in Private, Not-For-Profit Who Agree With Statements Regarding Hospital Relationships

- **Timely on-call coverage is generally available for all specialties.**
  - Other: 55%
  - Private, not-for-profit: 43%

- **The working relationship between hospital and medical staff is cooperative.**
  - Other: 57%
  - Private, not-for-profit: 40%

- **The hospital takes efforts to address physician concerns.**
  - Other: 48%
  - Private, not-for-profit: 40%

- **Hospital and medical staff work together to solve economic problems.**
  - Other: 41%
  - Private, not-for-profit: 29%
Percentage of Physicians Practicing in Physician–Owned Hospitals in Agreement Regarding Hospital Relationships

- Hospital and medical staff work together to solve patient safety problems.
  - Other: 60%
  - Owned by physicians: 70%

- Timely on-call coverage is generally available for all specialties.
  - Other: 48%
  - Owned by physicians: 65%

- The working relationship between hospital and medical staff is cooperative.
  - Other: 47%
  - Owned by physicians: 70%

- The hospital takes efforts to address physician concerns.
  - Other: 41%
  - Owned by physicians: 67%

- Hospital and medical staff work together to solve economic problems.
  - Other: 32%
  - Owned by physicians: 60%
Causes of Poor Care Quality in Hospitals or Surgical Facilities

- Inadequate facility staffing: 66%
- Scheduling delays: 57%
- Inconsistent facility staffing: 55%
- Delays implementing physician orders: 47%
- Errors implementing physician orders: 40%
- Inconsistent surgical settings/equipment: 37%
- Inadequate call coverage: 32%
Witnesses of Adverse Impact to Physicians Because of Voiced Concerns About Hospital Compliance or Poor Care Quality

- Total: 17%
- Under 40: 10%
- 40 to 49: 21%
- 50 to 59: 15%
- 60+: 20%
Physicians Whose Practice Privileges Require Them to Accept Medically Indigent Patients by Specialty

- Total: 66%
- Surgical specialty: 79%
- Pediatrics: 72%
- Indirect access: 69%
- Primary care: 63%
- Non-surgical specialty: 60%
Physicians Whose Practice Privileges Require Them to Accept Medically Indigent Patients by County

- Total: 66%
- Bexar: 49%
- Dallas: 49%
- Harris: 56%
- Other metro counties: 69%
- Rural: 79%
- Tarrant: 71%
- Travis: 57%
Physician Compensation for Medically Indigent Care by Specialty

- Total: 26%
- Surgical specialty: 39%
- Indirect access: 27%
- Primary care: 25%
- Pediatrics: 23%
- Non-surgical specialty: 20%
Percentage of Physicians Reimbursed for Medically Indigent Care by County

- Total: 26%
- Bexar: 8%
- Dallas: 34%
- Harris: 29%
- Other metro counties: 26%
- Rural: 15%
- Tarrant: 28%
- Travis: 35%
Percentage of Physicians With Hospital Requirements to Participate in Certain Health Plans or Networks

<table>
<thead>
<tr>
<th>Specialty</th>
<th>Requirements or incentives</th>
<th>Strongly encouraged</th>
<th>No</th>
<th>Don't know</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>16%</td>
<td>16%</td>
<td>56%</td>
<td>12%</td>
</tr>
<tr>
<td>Indirect access</td>
<td>31%</td>
<td>22%</td>
<td>34%</td>
<td>13%</td>
</tr>
<tr>
<td>Pediatrics</td>
<td>17%</td>
<td>4%</td>
<td>64%</td>
<td>15%</td>
</tr>
<tr>
<td>Non-surgical specialty</td>
<td>15%</td>
<td>17%</td>
<td>56%</td>
<td>13%</td>
</tr>
<tr>
<td>Primary care</td>
<td>14%</td>
<td>15%</td>
<td>59%</td>
<td>13%</td>
</tr>
<tr>
<td>Surgical specialty</td>
<td>11%</td>
<td>20%</td>
<td>62%</td>
<td>7%</td>
</tr>
</tbody>
</table>
Percentage of Physicians Who Report Physician–Owned Facilities in Area

<table>
<thead>
<tr>
<th>Physician County</th>
<th>Yes</th>
<th>No</th>
<th>Don't know</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>83%</td>
<td>8%</td>
<td>9%</td>
</tr>
<tr>
<td>Bexar</td>
<td>86%</td>
<td>2%</td>
<td>11%</td>
</tr>
<tr>
<td>Dallas</td>
<td>88%</td>
<td>1%</td>
<td>10%</td>
</tr>
<tr>
<td>Harris</td>
<td>88%</td>
<td>3%</td>
<td>9%</td>
</tr>
<tr>
<td>Other</td>
<td>84%</td>
<td>8%</td>
<td>8%</td>
</tr>
<tr>
<td>Rural</td>
<td>54%</td>
<td>41%</td>
<td>6%</td>
</tr>
<tr>
<td>Tarrant</td>
<td>93%</td>
<td>7%</td>
<td></td>
</tr>
<tr>
<td>Travis</td>
<td>82%</td>
<td>2%</td>
<td>16%</td>
</tr>
</tbody>
</table>
Physician Agreement Regarding Physician-Owned Facilities in Their Community

- **The facility is a more convenient place for patients than others in the community.**
  - 5% Strongly disagree (1)
  - 7% Agree (2)
  - 25% Strongly agree (5)

- **The facility is a safer place for patients than others in the community.**
  - 8% Strongly disagree (1)
  - 10% Agree (2)
  - 32% Strongly agree (5)

- **The facility is less expensive for patients than others in the community.**
  - 10% Strongly disagree (1)
  - 11% Agree (2)
  - 36% Strongly agree (5)

- **The facility is higher quality for patients than others in the community.**
  - 16% Strongly disagree (1)
  - 23% Agree (2)
  - 26% Strongly agree (5)
Physician Comparison of Physician–Owned Facilities by Specialty

The facility is a less expensive place for patients than others in the community.

- Indirect access: 10%
- Non-surgical specialty: 45%
- Pediatrics: 23%
- Primary care: 34%
- Surgical specialty: 62%

The facility is a more convenient place for patients than others in the community.

- Indirect access: 67%
- Non-surgical specialty: 70%
- Pediatrics: 36%
- Primary care: 51%
- Surgical specialty: 79%

The facility is a safer place for patients in the community.

- Indirect access: 51%
- Non-surgical specialty: 55%
- Pediatrics: 26%
- Primary care: 37%
- Surgical specialty: 67%
Percentage of Physicians Practicing in a Physician-Owned Facility by Age

<table>
<thead>
<tr>
<th>Age Range</th>
<th>Yes (%)</th>
<th>No (%)</th>
<th>Don't know (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>46%</td>
<td>54%</td>
<td>1%</td>
</tr>
<tr>
<td>Under 40</td>
<td>46%</td>
<td>53%</td>
<td>1%</td>
</tr>
<tr>
<td>40 to 49</td>
<td>56%</td>
<td>43%</td>
<td>1%</td>
</tr>
<tr>
<td>50 to 59</td>
<td>44%</td>
<td>56%</td>
<td></td>
</tr>
<tr>
<td>60+</td>
<td>36%</td>
<td>62%</td>
<td>2%</td>
</tr>
</tbody>
</table>

Legend:
- Yes
- No
- Don't know
Percentage of Physicians Practicing in a Facility of Which They Are Owners or Investors by Age

- Total: 60%
- Under 40: 37%
- 40 to 49: 75%
- 50 to 59: 59%
- 60+: 57%
Percentage of Physicians Practicing in a Facility of Which They are Owners or Investors by Specialty

- Total: 60%
- Surgical specialty: 83%
- Non-surgical specialty: 64%
- Primary care: 44%
- Indirect access: 40%
- Pediatrics: 33%
The Effect of Physician Ownership in a Facility on Business Position

- Improved the efficiency of my practice: 88%
- Negotiate better contracts with some plans: 12%
- Plans refuse to contract with my facility: 12%
- Plans refuse to contract for my services: 8%
- Lost staff privileges at another facility: 4%
One Voice
Legislative Issues
Legislative Priorities

- Lawsuit abuse and tort reform: 78%
- Opposing government intrusion in medical decisions: 76%
- Opposing commercial payer intrusion in medical decisions: 75%
- Health plan hassles and prompt pay: 65%
- Opposing hospital management intrusion in medical decisions: 61%
- Patient safety initiatives: 38%
- Standardized health plan contracts: 38%
- Whistle blower protections of physicians who report damage to quality of care: 34%
The Importance of Opposing Government Intrusion in Medical Decisions

<table>
<thead>
<tr>
<th>Physician Age</th>
<th>Not at all important</th>
<th>Somewhat Unimportant</th>
<th>Somewhat important</th>
<th>Very important</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>4%</td>
<td>5%</td>
<td>15%</td>
<td>76%</td>
</tr>
<tr>
<td>Under 40</td>
<td>7%</td>
<td>7%</td>
<td>24%</td>
<td>63%</td>
</tr>
<tr>
<td>40 to 49</td>
<td>3%</td>
<td>5%</td>
<td>16%</td>
<td>76%</td>
</tr>
<tr>
<td>50 to 59</td>
<td>4%</td>
<td>5%</td>
<td>14%</td>
<td>77%</td>
</tr>
<tr>
<td>60+</td>
<td>4%</td>
<td>3%</td>
<td>11%</td>
<td>83%</td>
</tr>
</tbody>
</table>
Statistically Different Legislative Priorities by Physician County

Opposing government intrusion in medical decisions
- Bexar: 76%
- Dallas: 72%
- Harris: 69%
- Other: 85%
- Rural: 75%
- Tarrant: 81%
- Travis: 59%

Lawsuit abuse and tort reform
- Bexar: 76%
- Dallas: 74%
- Harris: 78%
- Other: 84%
- Rural: 81%
- Tarrant: 74%
- Travis: 66%
Selected Differences in State Legislative Priorities by Physician Age

- Texas Medical Board regulation
  - Under 40: 31%
  - 40 to 49: 35%
  - 50 to 59: 44%
  - 60+: 50%

- Preventing limits on balance billing
  - Under 40: 33%
  - 40 to 49: 39%
  - 50 to 59: 46%
  - 60+: 48%

- Opposing requirements to participate in Medicaid as a condition of licensure
  - Under 40: 59%
  - 40 to 49: 68%
  - 50 to 59: 78%
  - 60+: 71%
Selected Differences in State Legislative Priorities by Physician Specialty

- Opposing requirements to participate in Medicaid as a condition of licensure:
  - Surgical specialty: 80%
  - Indirect access: 78%
  - Primary care: 74%
  - Non-surgical specialty: 67%
  - Pediatrics: 52%

- Reducing or eliminating taxes on physician practices:
  - Surgical specialty: 68%
  - Indirect access: 54%
  - Primary care: 61%
  - Non-surgical specialty: 57%
  - Pediatrics: 50%

- Medicaid payment adequacy:
  - Surgical specialty: 44%
  - Indirect access: 51%
  - Primary care: 66%
  - Non-surgical specialty: 58%
  - Pediatrics: 77%
Physician Opposition to Requirements to Participate in Medicaid as a Condition of Licensure

<table>
<thead>
<tr>
<th>Physician County</th>
<th>Very important</th>
<th>Somewhat important</th>
<th>Somewhat unimportant</th>
<th>Not at all important</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>71%</td>
<td>13%</td>
<td>8%</td>
<td>8%</td>
</tr>
<tr>
<td>Bexar</td>
<td>64%</td>
<td>20%</td>
<td>7%</td>
<td>9%</td>
</tr>
<tr>
<td>Dallas</td>
<td>69%</td>
<td>12%</td>
<td>7%</td>
<td>11%</td>
</tr>
<tr>
<td>Harris</td>
<td>62%</td>
<td>15%</td>
<td>11%</td>
<td>12%</td>
</tr>
<tr>
<td>Other</td>
<td>79%</td>
<td>12%</td>
<td>5%</td>
<td>4%</td>
</tr>
<tr>
<td>Rural</td>
<td>69%</td>
<td>16%</td>
<td>8%</td>
<td>8%</td>
</tr>
<tr>
<td>Tarrant</td>
<td>79%</td>
<td>9%</td>
<td>9%</td>
<td>3%</td>
</tr>
<tr>
<td>Travis</td>
<td>66%</td>
<td>13%</td>
<td>9%</td>
<td>13%</td>
</tr>
</tbody>
</table>
Federal Legislative Priorities

- Medicare payment adequacy: 80%
- Opposing requirements to participate in Medicare as a condition of licensure: 72%
- Revise or eliminate some provisions of the new health care reform law: 67%
- Antitrust protections: 41%
- Restoring physicians' rights to invest in health care facilities: 38%
- Covering the uninsured: 38%
- Implementation of health exchanges as required by the new reform law: 28%
Selected Differences in Very Important Federal Legislative Issues by Physician Age

- **Antitrust protections**
  - Under 40: 39%
  - 40 to 49: 42%
  - 50 to 59: 51%
  - 60+: 51%

- **Revise or eliminate some provisions of the new health care reform law**
  - Under 40: 66%
  - 40 to 49: 71%
  - 50 to 59: 70%
  - 60+: 70%
Selected Differences in Very Important Federal Legislative Issues by Physician Specialty

- Medicare payment adequacy
  - Indirect access: 84%
  - Non-surgical specialty: 83%
  - Primary care: 78%
  - Surgical specialty: 77%
  - Pediatrics: 69%

- Opposing requirements to participate in Medicare as a condition of licensure
  - Indirect access: 75%
  - Non-surgical specialty: 77%
  - Primary care: 77%
  - Surgical specialty: 77%
  - Pediatrics: 50%

- Revise or eliminate some provisions of the new health care reform law
  - Indirect access: 80%
  - Non-surgical specialty: 80%
  - Primary care: 67%
  - Surgical specialty: 61%
  - Pediatrics: 50%

- Restoring physicians' rights to invest in health care facilities
  - Indirect access: 50%
  - Non-surgical specialty: 39%
  - Primary care: 36%
  - Surgical specialty: 40%
  - Pediatrics: 16%
Selected Differences in Very Important Federal Issues by Physician County

Opposing requirements to participate in Medicare as a condition of licensure

Revise or eliminate some provisions of the new health care reform law
Public Health Legislative Priorities

- Support smoke-free legislation: 14% Not at all important, 19% Somewhat unimportant, 34% Somewhat important, 34% Very important
- Increased Medicaid reimbursement to vaccinate patients: 7% Not at all important, 19% Somewhat unimportant, 41% Somewhat important, 33% Very important
- Increased funding for mental health services: 7% Not at all important, 19% Somewhat unimportant, 45% Somewhat important, 29% Very important
- Support for certain measure for obesity prevention: 9% Not at all important, 21% Somewhat unimportant, 41% Somewhat important, 28% Very important
- Increased funding to state and local public health systems: 7% Not at all important, 18% Somewhat unimportant, 47% Somewhat important, 28% Very important
- Support legislation to reduce air toxic emissions: 14% Not at all important, 25% Somewhat unimportant, 38% Somewhat important, 23% Very important
- Support funding for stem cell research in Texas: 20% Not at all important, 25% Somewhat unimportant, 35% Somewhat important, 20% Very important
Very Important Public Health Issues

- Support smoke-free legislation: 34%
- Increased Medicaid reimbursement to vaccinate patients: 33%
- Increased funding for mental health services: 29%
- Support for certain measure for obesity prevention: 28%
- Increased funding to state and local public health systems: 28%
- Support legislation to reduce air toxic emissions: 23%
- Support funding for stem cell research in Texas: 20%
Physicians Who Rate Increasing Medicaid Reimbursement to Vaccinate Patients is Very Important by County

- Bexar: 39%
- Dallas: 37%
- Harris: 32%
- Other: 31%
- Rural: 45%
- Tarrant: 18%
- Travis: 33%
Selected Differences in Support for Public Health Issues by Physician Age

- **Funding for stem cell research in Texas**
  - Under 40: 56%
  - 40 to 49: 49%
  - 50 to 59: 54%
  - 60+: 61%

- **Legislation to reduce air toxic emissions**
  - Under 40: 63%
  - 40 to 49: 57%
  - 50 to 59: 57%
  - 60+: 68%

- **Smoke-free legislation**
  - Under 40: 75%
  - 40 to 49: 71%
  - 50 to 59: 60%
  - 60+: 70%
Physician Support for Measures to Address High Health Care Costs or Utilization

- Ensure adequate access to good primary care: 88%
- High deductible insurance with spending accounts like Health Savings Accounts: 86%
- Chart audits by qualified physicians to determine whether services were medically necessary: 76%
- Financial incentives for medical homes: 53%
- Payment based on reported clinical data used to assess quality of care: 36%
- Limits on the use of imaging equipment by physician specialty: 25%
- Fee cuts to all physicians in a region/locality with high medical service use: 8%
Physicians Who Support Chart Audits By Qualified Physicians to Determine Medical Necessity of a Service

- **Total**: 76%
- **Under 40**: 67%
- **40 to 49**: 73%
- **50 to 59**: 78%
- **60+**: 82%
Physician Support For Selected Measures to Address High Health Care Costs or Utilization by Specialty

Access to primary care

High deductible insurance with spending accounts like Health Savings Accounts

Financial incentives for medical homes

Payment based on reported clinical data used to assess quality of care

Pediatrics  Primary care  Indirect access  Non-surgical specialty  Surgical specialty
Physician Opinion Regarding Shared EMR Data As Part of A Health Information Exchange

<table>
<thead>
<tr>
<th>Physician Age</th>
<th>Patients opt-in with the ability to opt-out</th>
<th>Patients are out unless they opt-in</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>46%</td>
<td>54%</td>
</tr>
<tr>
<td>Under 40</td>
<td>59%</td>
<td>41%</td>
</tr>
<tr>
<td>40 to 49</td>
<td>49%</td>
<td>51%</td>
</tr>
<tr>
<td>50 to 59</td>
<td>45%</td>
<td>55%</td>
</tr>
<tr>
<td>60+</td>
<td>38%</td>
<td>62%</td>
</tr>
</tbody>
</table>
Physician Concerns About Shared Data From EMRs

- Administrative burden: 65%
- Patient privacy: 64%
- Physician privacy: 51%
- None: 18%
Selected Differences in Shared Data Concerns by Physician Age

- Patient privacy concerns:
  - Under 40: 54%
  - 40 to 49: 61%
  - 50 to 59: 66%
  - 60+: 70%

- Administrative burden concerns:
  - Under 40: 50%
  - 40 to 49: 70%
  - 50 to 59: 67%
  - 60+: 65%
Percentage of Physicians Who Have Patient Privacy Concerns About Shared Data From EMRs by County

- Bexar: 54%
- Dallas: 58%
- Harris: 66%
- Other: 67%
- Rural: 80%
- Tarrant: 59%
- Travis: 60%
Responsible Party for Informing Patients About Shared Data From EMRs

- The health information exchange: 55%
- Physicians and/or practice staff: 39%
- Other: 6%
## Physician Support for Measures to Increase Physician Supply in Rural Areas

<table>
<thead>
<tr>
<th>Measure</th>
<th>Support</th>
<th>Oppose</th>
<th>Don't know</th>
</tr>
</thead>
<tbody>
<tr>
<td>An education loan repayment program</td>
<td>87%</td>
<td>6%</td>
<td>7%</td>
</tr>
<tr>
<td>Help with moving or start-up costs</td>
<td>84%</td>
<td>8%</td>
<td>9%</td>
</tr>
<tr>
<td>Tax incentives</td>
<td>79%</td>
<td>12%</td>
<td>9%</td>
</tr>
<tr>
<td>Subsidies for medical liability insurance</td>
<td>70%</td>
<td>16%</td>
<td>14%</td>
</tr>
<tr>
<td>License fee rebates</td>
<td>65%</td>
<td>23%</td>
<td>12%</td>
</tr>
<tr>
<td>Temporary stipends for housing</td>
<td>58%</td>
<td>18%</td>
<td>24%</td>
</tr>
<tr>
<td>Employment in a nonprofit health corporation</td>
<td>49%</td>
<td>22%</td>
<td>29%</td>
</tr>
<tr>
<td>Direct employment by a hospital (as opposed to..)</td>
<td>30%</td>
<td>50%</td>
<td>20%</td>
</tr>
</tbody>
</table>
Percentage of Physicians Who Support Selected Measures to Increase Physicians in Rural Areas by Age

- **Subsidies for medical liability insurance**
  - Under 40: 70%
  - 40 to 49: 68%
  - 50 to 59: 67%
  - 60+: 78%

- **License fee rebate**
  - Under 40: 66%
  - 40 to 49: 61%
  - 50 to 59: 59%
  - 60+: 78%

- **Employment in a nonprofit health corporation**
  - Under 40: 55%
  - 40 to 49: 49%
  - 50 to 59: 53%
  - 60+: 42%

- **Direct employment by a hospital**
  - Under 40: 29%
  - 40 to 49: 29%
  - 50 to 59: 24%
  - 60+: 40%
Physician Opinion Regarding the Corporate Practice of Medicine

- Continue to oppose any further expansion of hospitals' ability to employ physicians: 59%
- Protect self-employed physicians in the community from unfair price competition by hospitals or other entities that employ physicians: 54%
- Support legislation that would allow rural hospitals to hire physicians with specific protections for the independence of medical decision making: 36%
- Encourage legislative or regulatory measures to facilitate formation of non-profit health corporations (formerly 501a's) that can hire physicians: 31%
- Other: 4%
Selected Differences in Opinion Towards Corporate Practice by Physician Age

Oppose any further expansion of hospitals' ability to employ physicians

- Under 40: 46%
- 40 to 49: 62%
- 50 to 59: 60%
- 60+: 65%

Protect self-employed physicians in the community from unfair price competition by hospitals or other entities that employ physicians

- Under 40: 50%
- 40 to 49: 55%
- 50 to 59: 51%
- 60+: 61%
Selected Differences in Opinion Towards Corporate Practice by Physician Specialty

Facilitate formation of non-profit health corporations that can hire physicians.
- Indirect access: 22%
- Non-surgical specialty: 28%
- Surgical specialty: 30%
- Primary care: 36%
- Pediatrics: 40%

Allow rural hospitals to hire physicians with specific protection for the independence of medical decision-making.
- Indirect access: 31%
- Non-surgical specialty: 33%
- Surgical specialty: 28%
- Primary care: 41%
- Pediatrics: 46%

Oppose any further expansion of hospitals' ability to employ physicians.
- Indirect access: 70%
- Non-surgical specialty: 64%
- Surgical specialty: 61%
- Primary care: 52%
- Pediatrics: 43%
Desirability of Practice Types for Most New Physicians

- Employment in an established physician practice, with subsequent option to buy in to ownership:
  - Most desirable: 47%
  - Next: 28%
  - Average: 18%
  - Least desirable: 42%
- Employment by a NPHC run by physicians:
  - Most desirable: 13%
  - Next: 26%
  - Average: 29%
  - Least desirable: 22%
  - Least desirable: 11%
- Immediate buy-in to an established medical practice:
  - Most desirable: 11%
  - Next: 24%
  - Average: 29%
  - Least desirable: 24%
  - Least desirable: 12%
- Solo practice:
  - Most desirable: 10%
  - Next: 8%
  - Average: 16%
  - Least desirable: 24%
  - Least desirable: 42%
- Employment by a hospital:
  - Most desirable: 5%
  - Next: 15%
  - Average: 20%
  - Least desirable: 15%
  - Least desirable: 45%

Legend:
- 1 (Most desirable)
- 2
- 3
- 4
- 5 (Least desirable)
Differences in Desirability of Selected Practice Types by Physician Age

- Employment by a hospital
  - Under 40: 24%
  - 40 to 49: 16%
  - 50 to 59
  - 60+: 20%

- Immediate buy-in to an established medical practice
  - Under 40: 45%
  - 40 to 49: 38%
  - 50 to 59: 31%
  - 60+: 32%
Differences in Desirability of Selected Practice Types by Physician Specialty

- **Employment by a NPHC run by physicians**
  - Pediatrics: 29%
  - Primary care: 37%
  - Indirect access: 40%
  - Non-surgical specialty: 42%
  - Surgical specialty: 51%

- **Immediate buy-in to an established medical practice**
  - Pediatrics: 17%
  - Primary care: 35%
  - Indirect access: 37%
  - Non-surgical specialty: 37%
  - Surgical specialty: 48%

- **Employment by a hospital**
  - Pediatrics: 11%
  - Primary care: 14%
  - Indirect access: 23%
  - Non-surgical specialty: 26%
  - Surgical specialty: 35%
Percentage of Physicians Discussing or Considering Forming An Accountable Care Organization

- Total: 18%
- Primary care: 24%
- Pediatrics: 19%
- Surgical specialty: 19%
- Non-surgical specialty: 16%
- Indirect access: 12%
Potential Partners in an Accountable Care Organization

- Physicians: 49%
- A hospital: 39%
- Others: 12%
Physician Opinion of the New Health Reform Law

- Very unfavorable: 59%
- Somewhat favorable: 14%
- Somewhat unfavorable: 19%
- Very favorable: 8%
Physician Opinion the New Health Reform Law by Specialty

<table>
<thead>
<tr>
<th>Specialty</th>
<th>Very unfavorable</th>
<th>Somewhat Unfavorable</th>
<th>Somewhat favorable</th>
<th>Very favorable</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>59%</td>
<td>19%</td>
<td>14%</td>
<td>8%</td>
</tr>
<tr>
<td>Indirect access</td>
<td>70%</td>
<td>12%</td>
<td>12%</td>
<td>6%</td>
</tr>
<tr>
<td>Surgical specialty</td>
<td>67%</td>
<td>18%</td>
<td>10%</td>
<td>5%</td>
</tr>
<tr>
<td>Non-surgical specialty</td>
<td>60%</td>
<td>20%</td>
<td>12%</td>
<td>8%</td>
</tr>
<tr>
<td>Primary care</td>
<td>54%</td>
<td>21%</td>
<td>18%</td>
<td>7%</td>
</tr>
<tr>
<td>Pediatrics</td>
<td>37%</td>
<td>18%</td>
<td>23%</td>
<td>22%</td>
</tr>
<tr>
<td>County</td>
<td>Very unfavorable</td>
<td>Somewhat unfavorable</td>
<td>Somewhat favorable</td>
<td>Very favorable</td>
</tr>
<tr>
<td>-----------</td>
<td>-----------------</td>
<td>---------------------</td>
<td>-------------------</td>
<td>---------------</td>
</tr>
<tr>
<td>Total</td>
<td>59%</td>
<td>19%</td>
<td>14%</td>
<td>8%</td>
</tr>
<tr>
<td>Bexar</td>
<td>54%</td>
<td>15%</td>
<td>21%</td>
<td>10%</td>
</tr>
<tr>
<td>Dallas</td>
<td>55%</td>
<td>22%</td>
<td>14%</td>
<td>9%</td>
</tr>
<tr>
<td>Harris</td>
<td>56%</td>
<td>20%</td>
<td>15%</td>
<td>9%</td>
</tr>
<tr>
<td>Other</td>
<td>64%</td>
<td>16%</td>
<td>13%</td>
<td>7%</td>
</tr>
<tr>
<td>Rural</td>
<td>66%</td>
<td>20%</td>
<td>12%</td>
<td>1%</td>
</tr>
<tr>
<td>Tarrant</td>
<td>59%</td>
<td>26%</td>
<td>11%</td>
<td>4%</td>
</tr>
<tr>
<td>Travis</td>
<td>47%</td>
<td>19%</td>
<td>17%</td>
<td>17%</td>
</tr>
</tbody>
</table>
Physicians' Described Feelings About the Health Reform Law

- Disappointed: 82%
- Anxious: 78%
- Confused: 68%
- Angry: 66%
- Pleased: 15%
- Relieved: 14%
Selected Differences in Feelings About the Health Reform Law by Physician Age

- Confused:
  - Under 40: 75%
  - 40 to 49: 72%
  - 50 to 59: 66%
  - 60+: 63%

- Anxious:
  - Under 40: 82%
  - 40 to 49: 85%
  - 50 to 59: 76%
  - 60+: 73%
Selected Differences in Feelings About the Health Reform Law by Physician Specialty

- **Disappointed**
  - Surgical specialty: 91%
  - Primary care: 81%
  - Pediatrics: 63%
  - Non-surgical specialty: 84%
  - Indirect access: 83%

- **Angry**
  - Surgical specialty: 77%
  - Primary care: 60%
  - Pediatrics: 41%
  - Non-surgical specialty: 70%
  - Indirect access: 71%
Change in Reaction to the New Health Reform Law

<table>
<thead>
<tr>
<th>Physician Specialty</th>
<th>More positive than I was initially</th>
<th>More negative than I was initially</th>
<th>No change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>9%</td>
<td>46%</td>
<td>44%</td>
</tr>
<tr>
<td>Surgical specialty</td>
<td>9%</td>
<td>52%</td>
<td>40%</td>
</tr>
<tr>
<td>Non-surgical specialty</td>
<td>8%</td>
<td>50%</td>
<td>42%</td>
</tr>
<tr>
<td>Indirect access</td>
<td>9%</td>
<td>47%</td>
<td>44%</td>
</tr>
<tr>
<td>Primary care</td>
<td>8%</td>
<td>43%</td>
<td>50%</td>
</tr>
<tr>
<td>Pediatrics</td>
<td>25%</td>
<td>33%</td>
<td>42%</td>
</tr>
</tbody>
</table>

- More positive than I was initially
- More negative than I was initially
- No change
Physician Opinion of the Quality of Health Care Under the New Reform Plan

<table>
<thead>
<tr>
<th>Physician Specialty</th>
<th>Better</th>
<th>Worse</th>
<th>Stay the same</th>
<th>Not sure</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>10%</td>
<td>68%</td>
<td>12%</td>
<td>10%</td>
</tr>
<tr>
<td>Indirect access</td>
<td>8%</td>
<td>73%</td>
<td>13%</td>
<td>7%</td>
</tr>
<tr>
<td>Surgical specialty</td>
<td>4%</td>
<td>73%</td>
<td>13%</td>
<td>11%</td>
</tr>
<tr>
<td>Non-surgical specialty</td>
<td>9%</td>
<td>70%</td>
<td>11%</td>
<td>10%</td>
</tr>
<tr>
<td>Primary care</td>
<td>12%</td>
<td>66%</td>
<td>13%</td>
<td>10%</td>
</tr>
<tr>
<td>Pediatrics</td>
<td>22%</td>
<td>48%</td>
<td>14%</td>
<td>16%</td>
</tr>
</tbody>
</table>
Physician Opinion on the Cost of Health Care Under the New Reform Plan by Age

<table>
<thead>
<tr>
<th>Age</th>
<th>Go down</th>
<th>Go up</th>
<th>Stay the same</th>
<th>Not sure</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>5%</td>
<td>79%</td>
<td>8%</td>
<td>9%</td>
</tr>
<tr>
<td>Under 40</td>
<td>6%</td>
<td>72%</td>
<td>13%</td>
<td>9%</td>
</tr>
<tr>
<td>40 to 49</td>
<td>6%</td>
<td>78%</td>
<td>7%</td>
<td>10%</td>
</tr>
<tr>
<td>50 to 59</td>
<td>5%</td>
<td>79%</td>
<td>6%</td>
<td>10%</td>
</tr>
<tr>
<td>60+</td>
<td>3%</td>
<td>83%</td>
<td>8%</td>
<td>6%</td>
</tr>
<tr>
<td>Specialty</td>
<td>Go down</td>
<td>Go up</td>
<td>Stay the same</td>
<td>Not sure</td>
</tr>
<tr>
<td>---------------------------</td>
<td>---------</td>
<td>-------</td>
<td>---------------</td>
<td>----------</td>
</tr>
<tr>
<td>Total</td>
<td>5%</td>
<td>79%</td>
<td>8%</td>
<td>9%</td>
</tr>
<tr>
<td>Surgical specialty</td>
<td>3%</td>
<td>83%</td>
<td>8%</td>
<td>6%</td>
</tr>
<tr>
<td>Indirect access</td>
<td>4%</td>
<td>83%</td>
<td>8%</td>
<td>5%</td>
</tr>
<tr>
<td>Non-surgical specialty</td>
<td>4%</td>
<td>79%</td>
<td>7%</td>
<td>9%</td>
</tr>
<tr>
<td>Primary care</td>
<td>6%</td>
<td>77%</td>
<td>7%</td>
<td>11%</td>
</tr>
<tr>
<td>Pediatrics</td>
<td>9%</td>
<td>64%</td>
<td>16%</td>
<td>11%</td>
</tr>
</tbody>
</table>
The Impact of the Federal Health Care Reform Bill On Physician EMR Adoption

<table>
<thead>
<tr>
<th>Physician Specialty</th>
<th>It accelerated my plans.</th>
<th>It delayed my plans.</th>
<th>It did not impact my plans.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>18%</td>
<td>7%</td>
<td>75%</td>
</tr>
<tr>
<td>Indirect access</td>
<td>9%</td>
<td>3%</td>
<td>88%</td>
</tr>
<tr>
<td>Pediatrics</td>
<td>13%</td>
<td>5%</td>
<td>82%</td>
</tr>
<tr>
<td>Non-surgical specialty</td>
<td>21%</td>
<td>6%</td>
<td>74%</td>
</tr>
<tr>
<td>Primary care</td>
<td>16%</td>
<td>10%</td>
<td>73%</td>
</tr>
<tr>
<td>Surgical specialty</td>
<td>25%</td>
<td>10%</td>
<td>65%</td>
</tr>
</tbody>
</table>
Percentage of Physicians, By Age, Who Will Sell Their Practice Due To the Health Reform Law

<table>
<thead>
<tr>
<th>Age Group</th>
<th>Within the next two years</th>
<th>Within the next five years</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>7%</td>
<td>12%</td>
<td>81%</td>
</tr>
<tr>
<td>Under 40</td>
<td>2%</td>
<td>8%</td>
<td>91%</td>
</tr>
<tr>
<td>40 to 49</td>
<td>4%</td>
<td>7%</td>
<td>89%</td>
</tr>
<tr>
<td>50 to 59</td>
<td>9%</td>
<td>14%</td>
<td>78%</td>
</tr>
<tr>
<td>60+</td>
<td>11%</td>
<td>16%</td>
<td>73%</td>
</tr>
</tbody>
</table>

- **Within the next two years**
- **Within the next five years**
- **No**
Percentage of Physicians With Intent to Sell Practice Due to Health Reform Law

<table>
<thead>
<tr>
<th>Physician Specialty</th>
<th>Within the next two years</th>
<th>Within the next five years</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>7%</td>
<td>12%</td>
<td>81%</td>
</tr>
<tr>
<td>Pediatrics</td>
<td>3%</td>
<td>3%</td>
<td>93%</td>
</tr>
<tr>
<td>Indirect access</td>
<td>5%</td>
<td>10%</td>
<td>85%</td>
</tr>
<tr>
<td>Non-surgical specialty</td>
<td>7%</td>
<td>11%</td>
<td>82%</td>
</tr>
<tr>
<td>Primary care</td>
<td>9%</td>
<td>12%</td>
<td>79%</td>
</tr>
<tr>
<td>Surgical specialty</td>
<td>9%</td>
<td>21%</td>
<td>70%</td>
</tr>
</tbody>
</table>