

# Physician Extenders Cost/Benefit Ratio

**David Demchuk, CEO  
Front Range Orthopedic Center**





# PA-C Salary By Experience

Less than 1 year

1-4 years

5-9 years

10-19 years

20 years or more



0

20,000

40,000

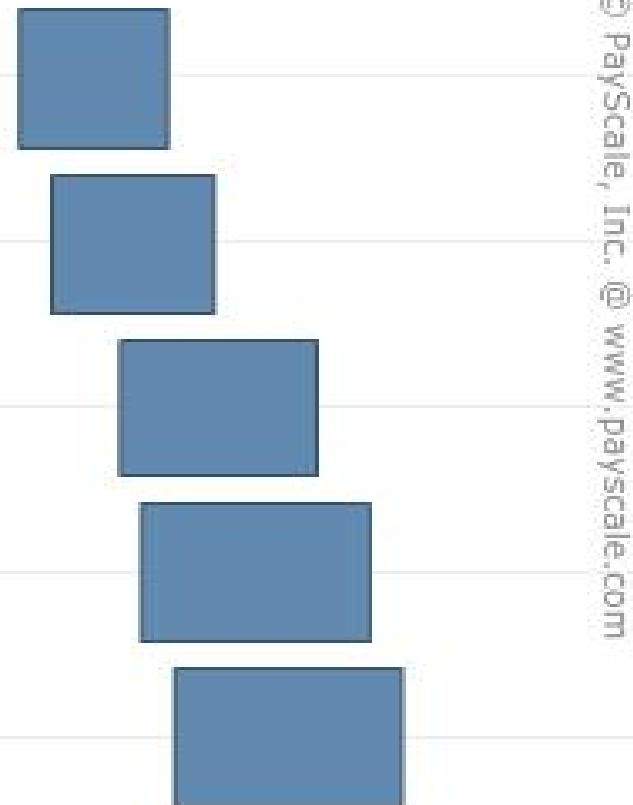
60,000

80,000

100,000

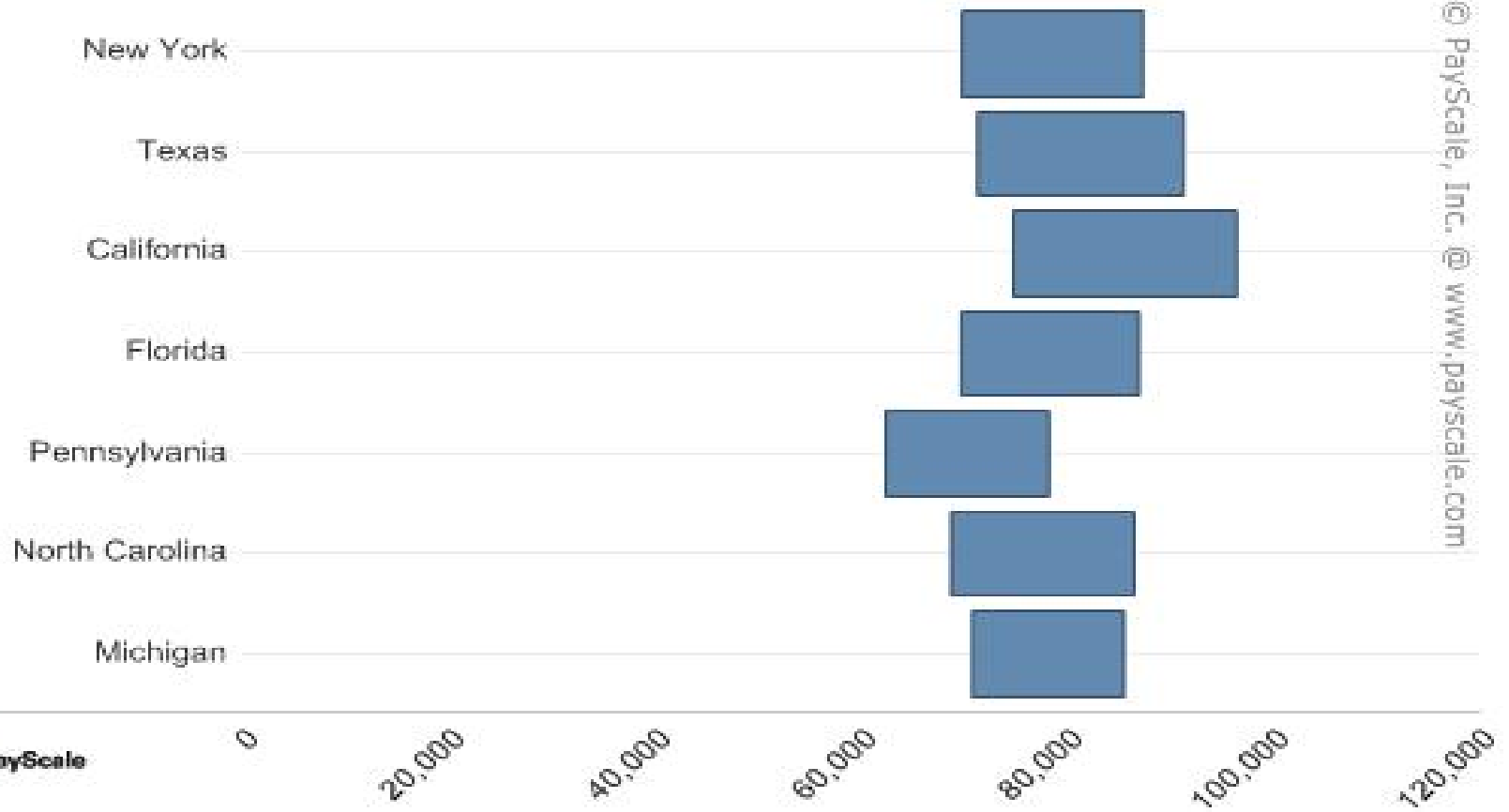
120,000

© PayScale, Inc. @ www.payscale.com





# PA-C Salary By State





# California Averages

- PA-C Salary Average for California

- \$100,500\*

- Nurse Practitioner Average for California

- \$106,500\*

- \* Advances for Physicians Assistants



# Net Collections Vs Cost

	<b>PA-C</b>	<b>NP</b>
Collections	\$160,000	\$165,000
Expenses		
Salary	\$100,500	\$106,500
Benefits	\$21,100	\$22,365
Other	<u>\$6,400</u>	<u>\$7,135</u>
Total	\$128,000	\$136,000
Net Before Overhead	\$32,000	\$29,000



# Soft Benefits To Physician

- More time in clinic or surgery
- PA-C rounding on patients
- PA-C performing pre-op visits
- PA-C performing post-op visits
- Improved Quality of life (more time with family)



# Take Home Points

- Manage & Utilize Your PA's Time
- Physician/PA-C Teamwork is Key
- Understand which surgical procedures allow for a PA-C assistant
- Make certain your billing manager knows what each payor reimburses and which way to bill, (Incident to) or (PA Direct)
- Two Ways to Employ (New vs. Established)
  - Mold to your style vs. immediate experience



# Orthopedic Urgent Care

- After Hours 6:00pm – 9:00pm
- Staffed by:
  - Physician Assistant
  - X-Ray Tech/Medical Assistant
- Screened for Appropriate Care





- **Appropriate Care**
  - Acute Pain
  - Accidents/Injuries
  - Sprains
  - Closed Fractures
  - Tendonitis/Bursitis
  - Minor Dislocations (Fingers, toes, etc)



# PROS

- Patients Experience
  - Less Stress
  - Close oversight by Orthopedic Surgeon
  - Extended Hours
  - Walk In Availability
  - Specialized Care for Orthopedic Injuries
- Excellent Community Marketing
  - Yes, we can see you now!



# CONS

- May be seen as competition from local hospital
- Needs a reasonable volume to be profitable
- Patient ability to pay always an issue