

CALIFORNIA ORTHOPAEDIC ASSOCIATION APRIL 17, 2010



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Physical Therapy Benchmarking Data

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PHYSICAL THERAPY BENCHMARKS



PT NET INCOME PER FTE PHYSICIAN

<u>YEAR</u>	<u>MEAN</u>
2003	\$37,223
2004	\$22,368
2005	\$32,680
2006	\$33,008
2007	\$29,399
2008	\$29,797



PT REVENUE PER VISIT DATA

<u>Year</u>	<u>Mean Rev.</u>	<u>Mean Exp.</u>	<u>Mean Net Income</u>
2004	\$ 75	\$ 59	\$ 16
2005	\$ 74	\$ 58	\$ 16
2006	\$ 91	\$ 78	\$ 13
2007	\$110	\$ 71	\$ 39
2008	\$104	\$ 79	\$ 25



PT REVENUE PER VISIT DATA

<u>Year</u>	<u>OP Exp.</u> <u>%</u>	<u>Net Inc.</u> <u>%</u>
2003	73.22	26.78
2004	80.82	19.18
2005	88.25	11.75
2006	84.10	15.90
2007	79.62	20.38
2008	80.19	19.81



PHYSICAL THERAPY

	<u>Mean</u>	<u>50th %</u>	<u>75th %</u>
Revenue Per Billable Unit	\$29	\$28	\$34
Revenue Per Visit	87	86	94
Revenue Per Patient	658	634	725
Staff Expense Per Billable Unit	17	17	19
Staff Expense Per Visit	51	50	60
Staff Expense Per Patient	383	368	429
Facility Expense per Billable Unit	3	3	4
Facility Expense Per Visit	9	9	11
Facility Expense Per Patient	69	61	79
Total Operating Expense Per Billable Unit	23	22	27
Total Operating Expense Per Visit	69	70	78
Total Operating Expense Per Patient	518	484	591
Net Income Per Billable Unit	6	5	10
Net Income Per Visit	18	14	29
Net Income Per Patient	140	100	233



PHYSICAL THERAPY

	<u>Mean</u>	<u>50th %</u>	<u>75th %</u>
PT Visits Per New & Established Patient Visits	.37	.40	.48



PHYSICAL THERAPY

	<u>Mean</u>	<u>50th %</u>	<u>75th %</u>
PT/OT Patients Per New & Established Patient Visits	.05	.05	.06



PHYSICAL THERAPY

	<u>Mean</u>	<u>50th %</u>	<u>75th %</u>
Billable Units per New Return Patient Visits	1.17	1.10	1.64



PT PRODUCTIVITY DATA

MEAN DATA

	2005	2006	2007	2008
Patients per Therapist	1,644	2,045	1,577	1,485
Billable Units - total	38,447	32,433	36,261	34,703
Number of Visits	13,436	11,282	11,490	10,784
Number of Billable Units per FTE Therapist		10,058	9,465	8,973
Number of Visits per FTE Therapist		3,301	3,005	2,859
Visits per Patient	7.35	7.35	8.25	7.75
Billable Units per Patient	19.23	22.92	24.78	24.24
Billable Units per Visit	2.93	3.07	6.43	3.24
Revenue per Patient	\$548	\$600	\$740	\$661
Revenue per Billable Unit	\$27	\$30	\$29	\$29
Revenue per visit	\$74	\$84	\$87	\$104
Revenue per Therapist	\$208,848	\$247,387	\$275,500	\$245,397

REIMBURSEMENT DEVELOPMENTS

- Commercial Payers
 - Limit on visits per patient
 - WC carriers
 - Authorization and visit tracking critical
- Limits on Procedures per Visit (e.g., 3 procedures/visits)
 - Fixed rate per visit



REIMBURSEMENT DEVELOPMENTS

➤ Medicare

- Relatively quiet recently
- Cap of \$1,840/year/patient - Many groups choose not to service Medicare
- PT is subject to RAC audits
- ATCs/Aides - Still cannot bill MC patients,
ATCs are actively lobbying for change



REIMBURSEMENT DEVELOPMENTS

- Restrictions on Physician-Owned Therapy
 - No significant developments at federal level

REIMBURSEMENT DEVELOPMENTS

➤ States

- APTA and state chapters are actively lobbying to effectively prevent physicians from providing therapy
- Typically try to revise PT Acts to prevent therapists from working for physicians



ECONOMIC ISSUE

- Economy has resulted in significant drop in therapy volume and number of visits per patient for 2009



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