

PRIVATE PRACTICE SECTION



Constant Contact Survey Results

Survey Name: PPS Business Model Survey

Response Status: Partial & Completed

Filter: None

4/27/2015 9:21 AM EDT

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Part A. Professional and Practice Characteristics

Which of the following best characterizes your practice?

Answer	0%	100%	Number of Response(s)	Response Ratio
Sole owner and Physical Therapist staff of less than five			136	33.8 %
Sole owner and Physical Therapist staff of greater than five			88	21.8 %
Co-owner and Physical Therapist staff of less than five			24	5.9 %
Co - owner and Physical Therapist staff of greater than five			125	31.0 %
Non-owner of practice that I work in			27	6.7 %
No Response(s)			2	<1 %
Totals			402	100%

Which
of the following best characterizes your role in your Private Practice
environment?

Answer	0%	100%	Number of Response(s)	Response Ratio
Primarily Practice administration and 10% or less patient care			78	19.5 %
Practice Administration and at least 50% patient care			197	49.2 %
Primarily full time patient care and less than 10% contribution to Practice Administration			126	31.5 %
Totals			400	100%

Which
scenario best describes the Practice you are engaged with, whether or not you
are an owner or a non-owner of the Practice?

Answer	0%	100%	Number of Response(s)	Response Ratio
One clinic			202	50.2 %
Multiple clinics (1-5) distributed within your local community/metropolitan region			114	28.3 %
Multiple clinics (1-5) distributed within and outside of your local community/metropolitan region, for example, statewide			23	5.7 %
Multiple clinics (greater than 5) distributed either within your local community/metropolitan region or outside your metropolitan region			61	15.1 %
No Response(s)			2	<1 %
Totals			402	100%

Which of the following best characterizes how the Physical Therapists are remunerated for their work in the Practice you are engaged in?

Answer	0%	100%	Number of Response(s)	Response Ratio
Salary and benefits model			184	45.7 %
Hourly wage and benefits model			84	20.8 %
Base salary and some model of productivity			97	24.1 %
Productivity alone			33	8.2 %
No Response(s)			4	<1 %
Totals			402	100%







In addition to remunerations from reimbursement for direct patient care (any form, including self-pay), do Physical Therapists have the opportunity to augment their Practice income through ancillary services or any other revenue stream in your practice?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			143	35.5 %
No			254	63.1 %
No Response(s)			5	1.2 %
Totals			402	100%







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Part B. Opinions on Practice Models. Your individual and candid responses, without the constraints of state practice acts, corporate law, or the profession's policies and positions are requested for this section.







In the current and predicted future health care system, what would you consider to be the ideal business partnership for Physical Therapists in private practice?

Answer	0%	100%	Number of Response(s)	Response Ratio
Sole ownership by physical therapists			294	73.1 %
Co-ownership by physical therapists and any referring or patient directing entity, for example, physicians, hospitals, medical homes, etc.			37	9.2 %
Co-ownership by physical therapists and any non-referring or non-patient directing entity (such entities being physicians, hospital, medical homes, etc.)			32	7.9 %
Neither a, b, or c.			6	1.4 %
Other			28	6.9 %
No Response(s)			5	1.2 %
Totals			402	100%





In the current and predicted future health care system, what would you predict will be the most economically successful business partnership for Physical Therapists in private practice?

Answer	0%	100%	Number of Response(s)	Response Ratio
Sole ownership by physical therapists			134	33.3 %
Co-ownership by physical therapists and any referring or patient directing entity, for example, physicians, hospitals, medical homes, etc.			164	40.7 %
Co-ownership by physical therapists and any non-referring or non-patient directing entity (such entities being physicians, hospital, medical homes, etc.)			53	13.1 %
Neither a, b, or c.			11	2.7 %
Other			33	8.2 %
No Response(s)			7	1.7 %
Totals			402	100%






In the current and predicted future health care system, what would you predict will be the least economically sustainable business partnership for physical therapists in private practice?

Answer	0%	100%	Number of Response(s)	Response Ratio
Sole ownership by physical therapists			180	44.7 %
Co-ownership by physical therapists and any referring or patient directing entity, for example, physicians, hospitals, medical homes, etc.			64	15.9 %
Co-ownership by physical therapists and any non-referring or non-patient directing entity (such entities being physicians, hospital, medical homes, etc.)			99	24.6 %
Neither a, b, or c.			23	5.7 %
Other			23	5.7 %
No Response(s)			13	3.2 %
Totals			402	100%






What do you perceive as the greatest business threat to physical therapist practices that are solely owned by physical therapists in your community?

Answer	0%	100%	Number of Response(s)	Response Ratio
Physician owned physical therapy services			144	35.8 %
Corporate owned physical therapy services			70	17.4 %
Hospital owned physical therapy services			158	39.3 %
Competing physical therapy practices			23	5.7 %
No Response(s)			7	1.7 %
Totals			402	100%

What do you perceive as the greatest business threat to physical therapist practices that are solely owned by physical therapists on a national scale?





Answer	0%	100%	Number of Response(s)	Response Ratio
Physician owned physical therapy services			134	33.3 %
Corporate owned physical therapy services			127	31.5 %
Hospital owned physical therapy services			130	32.3 %
Competing physical therapy practices			5	1.2 %
No Response(s)			6	1.4 %
Totals			402	100%

In regards to your particular physical therapy practice in your community, is your Practice positioned for Population Health directives in your geographic area?

Answer	0%	100%	Number of Response(s)	Response Ratio
Very strongly positioned and actively engaged			51	12.6 %
Somewhat positioned and primarily at the conversation stage			169	42.0 %
Not positioned at all and concerned			103	25.6 %
Not positioned at all and not concerned			62	15.4 %
No Response(s)			17	4.2 %
Totals			402	100%




While

recognizing that there will always be a place for small physical therapy practices, do you think the majority of the Private Practice enterprise on a national basis will?

Answer	0%	100%	Number of Response(s)	Response Ratio
Remain mostly as many individual practices in communities			82	20.3 %
Consolidate to form much larger entities within the communities they exist			115	28.6 %
Consolidate not only with each other, but also with potential referral sources and/or patient directing entities			200	49.7 %
No Response(s)			5	1.2 %
Totals			402	100%




Assuming the

need to address the profit motive of a hospital, do you think that physical therapy service lines, managed, administered, and staffed by physical therapists from the private practice sector could be constructed to replace the current model hospital based physical therapy departments?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			325	80.8 %
No			74	18.4 %
No Response(s)			3	<1 %
Totals			402	100%






Assuming the

need to address profit motive of a physician group, do you think that physical therapy service lines, managed, administered, and staffed by physical therapists from the private practice sector could be constructed to replace the current model physician owned physical therapy departments?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			322	80.0 %
No			75	18.6 %
No Response(s)			5	1.2 %
Totals			402	100%

Based upon

the health care economics of your region, would you consider your Practice?

Answer	0%	100%	Number of Response(s)	Response Ratio
Well positioned and on the verge of growing with the emerging health care changes in my community			151	37.5 %
Moderately positioned, not in a growth state, and low level concern with the emerging health care changes in my community			91	22.6 %
Moderately positioned, not in a growth state, and a high level of concern with the emerging health care changes in my community			118	29.3 %
Concern is so high that I am, (or the practice I am engaged with) is exploring either contraction or an exit strategy			36	8.9 %
No Response(s)			6	1.4 %
Totals			402	100%

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Thank you. Your time in completing this survey is appreciated. Notice: This survey, the responses, the results and their analysis are the property of PPS and will be used by the Business Model Board Task Force to meet the directives of the PPS Board of Directors.