

Key Practice Management Benchmarks

The following are statistics on key practice management indicators. The following ranges of statistics are based primarily on client data from Practice Support Resources and surveys of 2008-2009 from national practice management associations, organizations and consultants. There are unique differences among physician practices based on geography and other variables, and these should serve only as a general guide and reference.

For information on more comprehensive statistics and benchmarks, call 800-967-7790 or go to [Practice Management STATS Quick Reference](http://www.practicesupport.com) on website www.practicesupport.com.

Accounts Receivable Ratio

(Average Month Billings divided into Total Accounts Receivable)

Family Practice	.8 – 1.4
Internal Medicine	1.0 – 1.6
OB/GYN	1.1 – 1.7
General Surgery	1.3 – 1.9
Cardiology	.7 – 1.3
Orthopedic Surgery	1.0 – 1.6
Ophthalmology	.9 – 1.5
Gastroenterology	.9 – 1.5

Net Collection Ratio

(Total Collections divided by Total gross charges minus contractuals & discounts)

Family Practice	98 – 99%
Internal Medicine	98 – 99%
OB/GYN	97 – 98%
General Surgery	97 – 98%
Cardiology	98 – 99%
Orthopedic Surgery	95 – 96%
Ophthalmology	98 – 99%
Gastroenterology	98 – 99%

Expense Ratio

(Total Non Physician Practice Expenses divided by Collections)

Family Practice	55 – 59%
Internal Medicine	59 – 63%
OB/GYN	54 – 58%
General Surgery	45 – 49%
Cardiology	48 – 52%
Orthopedic Surgery	47 – 51%
Gastroenterology	50 – 54%

Payroll Ratio

(Personnel Expenses as a % of Practice Collections)

Family Practice	26 – 30%
Internal Medicine	31 – 35%
OB/GYN	25 – 29%
General Surgery	13 – 17%
Cardiology	21 – 25%
Orthopedic Surgery	12 – 16%
Gastroenterology	18 – 22%

Medical Practice Staffing by Specialty Number of Full-Time Employees Per Full-Time Doctor

Family Practice	4.0 – 5.0
Internal Medicine	2.9 – 3.9
OB/GYN	4.7 – 5.7
General Surgery	5.0 – 6.0
Cardiology	5.5 – 6.5
Orthopedic Surgery	5.0 – 6.0
Gastroenterology	5.1 – 6.1

Net Earnings Per Physician

Avg. # of Active Patients in Practice

Family Practice	\$197,407 – 218,187	Family Practice	2,338 – 3,118
Internal Medicine	\$188,751 – 208,620	Internal Medicine	1,665 – 2,220
OB/GYN	\$288,373 – 318,728	OB/GYN	3,808 – 5,077
General Surgery	\$318,938 – 352,510	Cardiology	1,757 – 2,342
Cardiology	\$385,227 – 425,778	Gastroenterology	2,408 – 3,211
Orthopedic Surgery	\$448,959 – 496,218		
Gastroenterology	\$409,737 – 452,867		

Ambulatory Patient Visits per Week

Family Practice	99 – 116
Internal Medicine	65 – 82
OB/GYN	73 – 90
General Surgery	41 – 58
Cardiology	66 – 83
Orthopedic Surgery	67 – 84
Gastroenterology	40 – 57

Hospital In-Patient Visits per Week

Family Practice	6 – 10
Internal Medicine	8 – 12
OB/GYN	4 – 8
General Surgery	6 – 10
Cardiology	24 – 28
Orthopedic Surgery	8 – 12
Gastroenterology	13 – 17

Products related to this topic on website www.practicesupport.com include:

- [Medical Office Salary Survey Report](#)
- [Benchmarking Success: The Essential Guide for Group Practices](#)
- [Practice Management Assessment Guide](#)