

Legislative and Executive Advocacy Response Network (LEARN)

2012 Sustainable Growth Rate (SGR) & Medicare payment design study

Total Respondents: Responses were received from more than 1,000 practices in which more than 26,000 physicians practice.

1. Over the past decade, Congress has intervened with short term fixes to avert annual Medicare physician payment cuts. Has this payment uncertainty caused your practice to make any of the following business decisions? (check all that apply)

Answer Options	Response Percent
Delayed purchase of new clinical equipment and/or facilities	60%
Reduced staff salaries and/or benefits	60%
Reduced charity care	45%
Reduced the number of administrative support	45%
Reduced the number of clinical staff	36%
Expanded revenue from other sources	34%
Delayed purchased of electronic health record systems	27%
Closed satellite office(s)	16%
Delayed the purchase of electronic prescribing technologies	14%

2. If Congress does not intervene to avert the Medicare physician payment cut, currently projected at 27 percent scheduled for Jan. 1, 2012, what business decisions would your practice make? (check all that apply)

Answer Options	Response Percent
Reduced staff salaries and/or benefits	76%
Reduced the number of administrative support	65%
Reduced the number of clinical staff	58%
Delayed purchase of new clinical equipment and/or facilities	58%
Reduced charity care	57%
Expanded revenue from other sources	40%
Closed satellite office(s)	24%
Delayed purchased of electronic health record systems	19%

3. If Congress does not intervene to avert the Medicare physician payment cut, currently projected at 27 percent scheduled for Jan. 1, 2013, how likely would your practice be to take the following actions?

Answer Options	Very unlikely	Somewhat unlikely	Neither likely or unlikely	Somewhat likely	Very likely
Stop accepting new Medicare patients	17%	12%	13%	27%	31%
Reduce the number of appointments for new Medicare patients	13%	8%	8%	27%	45%
Reduce the number of appointments for current Medicare patients	16%	13%	18%	27%	27%
Only accept established patients aging into Medicare	16%	14%	16%	28%	26%
Cease treating all Medicare patients	37%	21%	16%	15%	11%

4. Medicare is currently testing new payment and delivery models. Which, if any, of the following new models are you currently participating in? (check all that apply)

Answer Options	Response Percent
Independence at Home Demonstration	0.3%
FQHC Advanced Primary Practice Demonstration	1%
Bundled Payments for Care Improvement Demonstration/Acute Care Episode (ACE) Demonstration	3.1%
Comprehensive Primary Care (CPC) Initiative	3.8%
Medicare Shared Savings ACO Program/Pioneer ACO Model	9.8%
None of the above	82%

5. What are some barriers preventing your practice from participating in a new Medicare payment and delivery model, or demonstration, outside of fee-for-service? (check all that apply)

Answer Options	Response Percent
Lack of payment predictability due to looming 27 percent cut	54%
Program regulations are too onerous	52%
Programs offered aren't relevant or accessible to my practice	52%
Downside financial risk	46%
Implementation costs	40%
Limited capacity to share data	24%
Other	9%
N/A (already participating in new Medicare payment and delivery model)	5%

6. If Congress enacted legislation that provided five years of stability with Medicare physician payments what impact would this have on your likelihood to participate in an emerging Medicare payment and delivery model, which is relevant to your practice?

Much less likely	Somewhat less likely	No impact	Somewhat more likely	Much more likely
1%	3%	15%	52%	30%