

AANP

American Association of
NURSE PRACTITIONERS®

THE STATE OF THE NURSE PRACTITIONER PROFESSION

2018

Results from the
National
Nurse
Practitioner
Sample
Survey



Dear Colleague,

I would like to personally thank you for your interest or participation in AANP’s annual nurse practitioner (NP) sample survey.

Below, you will find results from the 2018 AANP National Nurse Practitioner Sample Survey that will not only inform you about the climate of the NP industry but also introduce you to the type of work AANP’s research team conducts and the data collected and maintained throughout the year.

AANP serves as a robust resource on NPs and their practices and houses the only comprehensive database of NPs in the United States (U.S.). As a forefront in NP practice research, AANP is also exploring new ways of collecting and analyzing data that will further serve the NP community and continue to shape the future of health care. A primary goal of AANP is to expand research access (ERA) for all NPs and stakeholders interested in timely information. We are ushering in a new “era” at AANP and hope to work with you in your future research of the NP profession.

Sincerely,
Michelle

Michelle Cook, PhD, MPH
Vice President of Research

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Introduction

In the fall of 2018, the American Association of Nurse Practitioners® (AANP) completed the eighth iteration of the National Nurse Practitioner Sample Survey (NNPSS) that focused on key practice elements and issues. Previous versions were conducted in 1999, 2004, 2009-10, 2012 and 2016. The purpose of this survey was to identify the characteristics and practices of nurse practitioners (NPs) nationwide. The survey consisted of 122 questions relating to NP certification; practice communities, settings and characteristics; salary information; prescribing and diagnosis; NP education; and demographics. This report is broken out into three sections beginning with a basic overview of the findings, followed by a review of results on services provided by NPs and finally information related to NP prescribing.

Methods

The sampling frame for this survey was pulled from the AANP National NP Database, which includes contact information from AANP members and customers as well as from state regulatory agencies. NPs were included if, in the past year, they were reported by a state licensing agency that did not restrict the use of their contact information for research and if the NP had a valid email address from the state board or from an existing business relationship with AANP. The resulting database contained approximately 189,000 records available for sampling and a stratified random sample of just over 43,000 was pulled.

Potential participants were pre-notified about the survey through various email and social media campaigns. The notifications let potential participants know that invitations were being sent out. The survey was administered by internet only. Those who had a valid email address available to AANP were sent a unique link to the online survey in an email invitation with a request to participate. Non-responders were sent follow-up emails weekly.

A total of 4,350 respondents completed the survey for a response rate of 10.0 percent, using the American Association of Public Opinion Research Outcome Rate Calculator, Version 4.0. A multivariate weighting adjustment was used to adjust for sampling bias and for subtle over- and under-representations of certain demographic and geographic groups using standards established by the 2013–14 National NP Practice Site Census. The final weighted data file was projected to be representative of the more than 248,000 licensed NPs in the U.S.

This report is limited to the NP respondents who were clinically practicing at the time of their participation; therefore, 183 respondents were not included in the analysis because they were not clinically practicing. Additionally, unless otherwise noted (e.g., salary and patients seen), data presented throughout this report is from NPs who reported working or volunteering full- and part-time.

Limitations

The 2018 National NP Sample Survey was designed to provide a national snapshot of NPs and does not necessarily reflect local or regional environments. Regional or state-based data will be made available on a case-by-case basis, depending on the stability of point estimates. While several attempts were made to eliminate bias through questionnaire design, sampling and weighting strategies, self-reported data is always associated with a certain level of response-bias based on factors such as social desirability and differences in question interpretation.

Please note, sample survey report materials and data may not be reproduced or retransmitted in any form without the expressed written consent of AANP.

Section I: General Results

Demographics

Respondents were asked to report their demographic information in order to characterize the composition of the workforce. Respondents were able to select more than one race (see **Table 1.1**); NPs described themselves as White (87.0%), Black/African American (4.5%), Asian (3.2%), American Indian/Alaska Native (0.4%), Native Hawaiian/Other Pacific Islander (0.2%) or Multiracial (1.7%). A majority (96.9%) described themselves as not Hispanic or Latino, while 3.1 percent indicated they were Hispanic/Latino. On average, clinically practicing NPs were 49 years old, and approximately 91.7 percent were female. **Table 1.2** depicts the distribution of age groups of the clinically practicing NP population.

Respondents were also geographically diverse, with a large concentration of NPs located in the South. **Tables 1.3** and **1.4** provide additional details on the proportion of respondents by both AANP and U.S. Census region. Data on work setting location also reveals that most NPs practice in non-urban areas (see **Table 1.5**). Additionally, when asked about their military background, 7.6 percent of NPs indicated current or previous active duty military service (see **Table 1.6**).

Education

When asked about their initial NP education, the vast majority said they hold a graduate degree (95.2%) and an estimated 17.8 percent indicated a doctoral degree as their highest level of education (see **Table 1.7** and **Table 1.8**). In addition to their NP preparation, seven percent of NPs were educated in an additional Advanced Practice Registered Nurse role (Clinical Nurse Specialist, Certified Nurse Midwife or Certified Registered Nurse Anesthetist).

Certification

Given that some NPs are certified in multiple population areas, respondents were able to select more than one certification. The NP workforce most frequently reported certifications in the populations of Family (66.9%), Adult (12.0%) and Adult-Gerontology Primary Care (6.0%). **Table 1.9** depicts the distribution of each NP certification. A total of 87.1 percent of NPs were certified in an area of primary care.

Practice Community and Setting

NPs worked in communities of all sizes and demonstrated a commitment to their current community and practice. More than 15.0 percent of NPs work in communities with a population of less than 10,000, and approximately 5.0 percent of NPs work in communities with a population of less than 2,500 (**Table 1.10**). In these smaller communities, NPs most frequently practiced in rural health clinics. Nearly one in six NPs practiced in large urban areas, where they were most likely to work in hospital outpatient clinics. A total of 59.8 percent anticipated practicing in their current communities for six or more years, and 44.8 percent anticipated practicing in their current practice for six or more years.

On average, NPs had been in practice for 10 years, but over a third (42.2%) had been in practice five years or fewer. This group of early career NPs has continued to grow, since the number of new NP graduates has been steadily increasing. **Table 1.11** depicts the distribution of NPs by number of years in practice. Overall, NPs report a high level of job satisfaction; 76.6 percent were satisfied or very satisfied with their employment at their main NP practice site.

Given that NPs work in various practice environments, we asked them to report, in addition to their population area of certification and practice setting, the area of patient care that they focus on at their practice site. **Table 1.12** lists the 10 most common practice settings for NPs and **Table 1.13** provides the top ten areas of patient

care focused on by NPs. NPs were most likely to work in hospital outpatient clinics (14.5%), hospital inpatient units (12.1%), private group practices (11.7%) and private physician practices (9.1%), and they were most likely to focus on primary care within those settings (**Table 1.14**). Among many other settings, NPs also frequently reported working in community health centers (5.0%) and urgent care (4.3%).

Employment Characteristics

At their main NP practice site, 90.9 percent of NPs had a job description, 66.3 percent had an employment contract and 59.8 percent had their own patient panel. When asked about the employment arrangement at their main NP practice site, 89.0 percent of NPs were full- or part-time staff or faculty and 3.5 percent were practice owners.

Compensation

When asked about the compensation arrangement at their main NP practice site, 71.6 percent of NPs were salaried, 25.7 percent were hourly and 2.7 percent were self-employed. For the purposes of this study, salary and hourly rates excluded benefit packages, including health insurance, retirement plans, etc. The average base salary for a full-time NP (35+ hours per week) was \$105,903. The average total annual income (which includes base salary, productivity bonuses, incentive payments, etc.) for full-time NPs was \$109,021. The average hourly rate for all NPs, regardless of the number of hours worked, was \$60.02.

NP compensation varied greatly based on several variables, including practice setting (see **Table 1.15**), clinical focus and certification area. **Table 1.16** provides the average annual salary, total salary and hourly rates for the top 10 NP clinical focus areas, and **Table 1.17** reports the same information by NP certification. Among NP certifications, neonatal had the highest average annual salary for those working full time. Salary data were withheld if there were fewer than 10 respondents prior to weighting. Nearly 32 percent (31.6%) of NPs received an incentive payment or bonus, which was most frequently determined by quality measures/outcomes (40.8%), number of patient encounters (40.5%), practice revenue/profit (31.3%), patient satisfaction (31.2%) and Relative Value Units (31.1%).

Practice Characteristics

In addition to clinical practice, 14.3 percent of NPs had administrative roles at their main NP practice site. A majority (70.0%) described their administrative role as a “professional-level” position (e.g., director, manager or supervisor), and about one in five (21.4%) held an “executive-level” position (e.g., CEO, CNO or owner).

NPs practiced alongside a wide variety of health care providers at their main practice site. Three-quarters (75.1%) worked with other NPs, 52.4 percent with physician specialists and 48.0 percent with primary care physicians. NPs also practiced alongside naturopaths, chiropractors, certified nurse midwives, clinical nurse specialists and audiologists, but less frequently.

More than one in 10 (11.6%) NPs had nursing home/long-term care privileges, while 37.6 percent of NPs had hospital privileges. Among the NPs with hospital privileges, 74.1 percent said they could write orders without a physician co-signature. More than one-third (37.1%) of NPs had to write prescriptions with a physician co-signature, 55.5 percent could discharge patients and 51.3 percent had admitting privileges.

Billing Information

Almost all NPs (99.4%) have a Medicare provider number (National Provider Identifier [NPI] number), and close to two-thirds (61.9%) were directly credentialed with commercial insurance companies. When asked about their billing practices, NPs who indicated having an NPI said that, on average, 52.6 percent of their encounters with Medicare patients were billed directly under their name/NPI number, with more than one-third (38.7%) billing

for Medicare encounters directly under their name/NPI number 100 percent of the time. For those directly credentialed with commercial insurance companies, nearly two-thirds (63.8%) of encounters with commercially insured patients were billed directly under their name/NPI number, with 50.7 percent billing directly under their name/NPI number for their commercially insured patient encounters 100 percent of the time.

Section II: NP Services Results

NP Patient Characteristics

NPs treat patients from all age groups and from all economic backgrounds, and they play a major role in the provision of care to Medicare and Medicaid beneficiaries. On average, Medicaid beneficiaries made up more than 23.0 percent of all NP patients, and Medicare beneficiaries (both fee-for-service and managed care) made up 28.2 percent. NPs also play an important role in providing care to underserved communities; on average, NPs estimated that 3.2 percent of their patients received charitable care.

NPs reported providing high-quality health care to patients of all ages, income levels and insurance types. **Table 2.1** depicts the percentage of NPs who deliver health care, broken down by patient age group. Most NPs (89.1%) reported seeing patients between 41 and 65 years of age. While 36.5 percent of NPs reported seeing patients between the ages of zero and five years of age, 100 percent of neonatal-certified NPs reported seeing patients in this age group, and more than 90.0 percent of pediatric NPs reported seeing patients between six and 12 years of age. Similarly, while only 66.5 percent of NPs reported seeing patients 86 years of age and older, more than 92.0 percent of gerontology-certified NPs reported seeing patients in this age range.

Table 2.2 depicts the percentage of NPs who see and accept patients at their main practice site, by payment type. Most NPs reported seeing patients covered by commercial insurance (83.8%), Medicaid–Fee for Service (70.5%), Medicare–Fee for Service (61.3%) and Medicare–Managed Care (60.0%). NPs reported they were currently accepting new patients covered by commercial insurance (85.2%), while only 14.1 percent reported they were currently accepting patients covered by concierge/direct primary care at their practice site. NP practice owners reported being much more influential on whether their practice site accepts patients with different insurance types, while those in physician-owned or private group practices reported very little influence on the types of patients accepted at their practice site. **Table 2.3** depicts the percentage of NPs and level of influence they have on which types of patients are accepted at their practice.

A majority (93.5%) of NPs reported seeing patients below the poverty level (annual income of \$11,770 for an individual and \$24,250 for a family of four—U.S. Census Bureau). **Table 2.4** depicts the percentage of NPs who see patients below the poverty level, broken down by community size. In relation to NP practice setting, more than 90.0 percent of NPs working in rural health clinics reported seeing patients below the poverty level.

Almost 64.0 percent of NPs reported that they have patients who receive home health services. Additionally, 48.7 percent reported having patients receiving hospice care.

NP Patient Volume

On average, full-time NPs reported seeing three patients per hour and 17 patients per day, however, these figures varied depending on primary work setting. NPs in urgent care settings saw 31 patients per day, on average. Additionally, NPs with a clinical focus in nephrology reported seeing an average of 30 patients per day, while those with an urgent care focus reported seeing 28 patients per day. As it relates to the average number of patients seen per day, **Table 2.5** depicts the top 10 practice settings, and **Table 2.6** depicts the top 10 clinical focus areas.

NP Services

NPs reported diagnosing and treating a wide variety of issues in their practices. **Figure 2.1** displays the top diagnoses treated by NPs. The most frequently reported diagnoses treated by NPs were abdominal pain (67.7%), urinary tract infections (UTIs) (66.8%) and acute upper respiratory illness (66.3%). NPs working in hospital outpatient clinics and inpatient units reported hypertension as the top diagnosis treated (61.2%). However, private group practices reported back and neck pain (67.8%), and private physician practices reported abdominal pain as the top diagnosis treated (67.3%). Nearly all NPs working in emergency room settings reported treating acute upper respiratory illness (94.1%), UTIs (94.1%) and abdominal pain (93.6%) most frequently.

NPs reported providing a wide variety of services for their patients. A majority, 81.4 percent, reported providing education and counseling for most of their patients, while 38.0 percent reported providing history and physical services (e.g., school, sports, pre-op) to most of their patients (**Table 2.7**).

NP Consultation and Referral

In addition to providing services for their own patient panels, NPs also report seeking consultation on behalf of their patients as well as referring patients to other care providers (**Table 2.8**). NPs refer patients to specific types of services and health care providers. Full-time NPs reported referring an average of five patients to home health and one patient to hospice care per month. Regarding referrals to other health care providers, NPs most frequently referred patients to physician specialists (82.0%), physical therapists (67.5%) and dietitians/nutritionists (53.6%). Additionally, less than 15.0 percent reported that they refer patients to naturopaths, certified registered nurse anesthetists and certified nurse midwives. **Figure 2.2** depicts the percentage of NPs who refer by the type of other health care providers to whom they referred. NPs working in hospital outpatient clinics and inpatient units, private group practices and private physician practices referred to physician specialists the most. **Table 2.9** depicts the top three health professionals NPs refer to by the top 10 NP practice settings.

Section III: NP Prescribing Results

NPs are authorized to prescribe in all 50 states and Washington D.C., and almost all (95.7%) NPs indicated that they prescribe pharmacologic agents for patients. All data reported in this section are for NPs working full time who reported data on the number of patients seen per day and the number of prescriptions written per day. Overall, NPs wrote an average of 20 prescriptions/refills and saw an average of 17 patients per day. Importantly, the reported average number of prescriptions/refills per day varies significantly based on the reported average number of patients seen per day. **Figure 3.1** depicts the relationship between daily patient volume and number of prescriptions. The results show that as the average number of patients seen per day increases, so does the average number of prescriptions an NP writes. NPs who saw fewer than five patients per day wrote an average of six prescriptions per day, while those who saw more than 30 patients wrote an average of 33 prescriptions per day. These data should be interpreted with caution. While the data may suggest that NPs write slightly more than one prescription per patient per day, this interpretation is incorrect, because the number of prescriptions written per day by NPs may also include refills and pharmacists' requests for patients not included in the count of patients seen in person.

NP Prescribing by Certification

Table 3.1 displays the percentage of NPs from the top 10 population certification areas that prescribe as well as the mean and median number of prescriptions/refills written per day by NPs working full time in clinical practice. NPs certified in Family Psychiatric/Mental Health reported writing the highest average number of prescriptions per day at 29.

NP Prescribing by Practice Community and Setting

Table 3.2 shows the percentage of NPs who prescribe, and the average number of prescriptions written per day by the top 20 practice site settings for full-time NPs. NPs working in urgent care, psychiatric or mental health facilities and community health center settings wrote the most prescriptions/refills on average, with 34, 31 and 28 per day, respectively. NPs who work in occupational health clinics wrote the smallest average number of prescriptions per day, at seven.

Table 3.3 contains similar data organized by community size. Nearly all NPs prescribe medications in every community size; however, the average number of prescriptions written increases incrementally with increases in community size. NPs who served communities of more than 50,000 wrote an average of 21 prescriptions per day.

NP Prescribing by Drug Agent Type

Table 3.4 and Table 3.5 show the top 10 pharmaceutical agents prescribed by NPs regularly (>15/week) and never (0/week). Drugs that NPs prescribed the most in the "regular" category included antihypertensives, analgesics and antibiotics. The top drugs that were "never" prescribed were antineoplastic agents, autonomic drugs and disease modifying agents.

Drug Information

When asked about where they obtained information on new drugs, NPs most frequently reported continuing education (CE) activities and journal articles. **Table 3.6** displays the frequency of other reported sources of new drug information.

Table 1.1: Distribution of NPs by Race

Race	Percent
White	87.0
Black	4.5
Hispanic	3.1
Multiracial	1.7
Asian	3.2
Native Hawaiian or Pacific Islander	0.2
Native American or Alaska Native	0.4

Table 1.2: Distribution of NPs by Age Group

Age Group	Percent
< 30 years	3.4
30-34 years	11.3
35-39 years	11.6
40-44 years	11.9
45-49 years	11.4
50-54 years	14.7
55-59 years	16.2
60-64 years	15.0
65+ years	4.6

Table 1.3: Distribution of NPs by AANP Region

AANP Region	Percent
Region 1 (CT, ME, MA, NH, RI, VT)	9.0
Region 2 (NJ, NY, PR)	8.6
Region 3 (DC, DE, MD, PA, VA, WV)	8.1
Region 4 (KY, NC, SC, TN)	9.6
Region 5 (IL, IN, MI, MN, OH, WI)	8.9
Region 6 (AR, LA, OK, TX)	9.7
Region 7 (IA, KS, MO, NE)	8.7
Region 8 (CO, MT, ND, SD, UT, WY)	8.4
Region 9 (AZ, CA, HI, NM, NV, AS, GU)	9.2
Region 10 (AK, ID, OR, WA)	7.8
Region 11 (AL, FL, GA, MS, VI)	11.9

Table 1.4: Distribution of NPs by Census Region*

Region	Percent
Northeast (ME, NH, VT, MA, RI, CT, NY, NJ, PA)	21.7
Midwest (OH, MI, IN, WI, IL, MN, IA, MO, ND, SD, NE, KS)	19.0
South (DE, MD, VA, WV, KY, NC, SC, TN, GA, FL, AL, MS, AR, LA, TX, OK)	35.4
West (MT, ID, WY, CO, NM, AZ, UT, NV, CA, OR, WA, AK, HI)	23.9

*As defined by the U.S. Census Bureau

Table 1.5: Distribution of NPs by Urbanicity*

Urbanicity	Percent
Urban (>50,000)	9.8
Non-urban (<50,000)	89.2

*As defined by the U.S. Census Bureau

Table 1.6: Distribution of NPs by Military Status

Veteran Status	Percent
Currently on Active Duty	2.1
Previously on Active Duty	5.5
Not a Veteran	92.4

Table 1.7: Distribution of NPs by Initial NP Education Level

Initial NP Education	Percent
Certificate	2.6
Bachelor's	2.1
Master's	82.5
Post-Master's Certificate	9.0
Doctoral	3.7

Table 1.8: Distribution of NPs by Highest Degree Awarded

Highest Degree Awarded	Percent
Other Degree or Certificate	0.9
Nursing Master's	79.8
Non-nursing Master's	1.6
DNP	14.0
Nursing PhD	2.1
Other Nursing Doctorate	0.3
Non-nursing Doctorate	1.4

Table 1.9: Distribution of NPs by Certification Area

NP Certification	Percent
Family*	66.9
Adult*	12.0
Adult—Gerontology Primary Care*	6.0
Acute Care	4.8
Pediatrics—Primary Care*	4.0
Adult—Gerontology Acute Care	3.1
Women's Health*	2.7
Psychiatric/Mental Health—Family	2.1
Psychiatric/Mental Health	2.0
Gerontology*	1.8
Psychiatric/Mental Health—Adult	1.3
Hospice and Palliative Care	1.4
Oncology	1.2
Neonatal	1.2
Pediatrics—Acute Care	0.6
Emergency	0.5
Diabetes Management—Advanced	0.5
Dermatology	0.3
Orthopedics	0.2
Pediatrics—Primary Care Mental Health	0.2
School Health	0.1

*Indicates a primary care certification

The sum of all percentages > 100% because some NPs have more than one certification

Table 1.10: Distribution of NPs by Main Work Site Community Size*

Main Work Site Community Size	Percent
Less than 2,500	4.6
2,500 to 9,999	10.5
10,000 to 49,999	75.1
50,000 to 249,999	9.8

*Data on community size are generated using work site zip code and population counts from the 2016 American Community Survey (ACS)

Table 1.11: Distribution of NPs by Number of Years in NP Practice

Years of NP Experience	Percent
5 or fewer years	42.2
6-10 years	21.3
11-15 years	12.2
16-20 years	12.0
21 or more years	12.3

Table 1.12: Distribution of NPs by Main Work Site Setting

Work Setting	Percent
Hospital Outpatient	14.5
Hospital Inpatient	12.1
Private Group Practice	11.7
Private Physician Practice	9.1
Community Health Center	5.0
Urgent Care	4.3
Private NP Practice	3.4
Rural Health Clinic	3.2
Federally Qualified Health Center	3.1
Emergency Room	3.1

Table 1.13: Distribution of NPs by Top Clinical Focus Area

NP Clinical Focus	Percent
Primary Care	30.0
Internal Medicine	7.9
Urgent Care	6.2
Cardiology	4.6
Psychiatric	4.2
OB/GYN	3.3
Surgical	3.2
Health Promotion	3.1
Emergency	3.0
Oncology	2.8

Table 1.14: Top NP Work Settings by Top NP Clinical Focus Area

Work Setting	Percent	Clinical Focus	Percent
Hospital Outpatient	14.5	Primary Care	20.6
Hospital Inpatient	12.1	Hospitalist	17.5
Private Group Practice	11.7	Primary Care	36.1
Private Physician Practice	9.1	Primary Care	35.6
Community Health Center	5.0	Primary Care	65.2
Urgent Care	4.3	Urgent Care	89.1
Private NP Practice	3.4	Primary Care	37.9
Rural Health Clinic	3.2	Primary Care	39.5
Federally Qualified Health Center	3.1	Primary Care	69.6
Emergency Room	3.1	Emergency	86.1

Table 1.15: Average Annual, Total and Hourly Salary by Top 10 NP Work Site Settings

Work Setting	Annual Base Salary		Total Annual Salary		Hourly Rate	
	n	\$	n	\$	n	\$
Hospital Outpatient	427	108,142	454	114,741	29	62.61
Hospital Inpatient	353	113,944	405	121,676	58	65.76
Private Group Practice	278	105,071	303	114,321	21	56.92
Private Physician Practice	181	102,467	217	107,657	33	49.41
Community Health Center	120	106,158	135	108,579	16	59.81
Urgent Care	62	109,037	124	118,634	61	60.63
Private NP Practice	35	96,103	84	126,340	11	60.72
Rural Health Clinic	73	99,781	86	105,239	13	54.47
Federally Qualified Health Center	90	105,460	93	110,560	5	-
Emergency Room	37	122,707	87	130,697	50	68.70

Table 1.16: Average Annual, Total and Hourly Salary by Top 10 NP Clinical Focus Areas

Clinical Focus	Annual Base Salary		Total Annual Salary		Hourly Rate	
	n	\$	n	\$	n	\$
Primary Care	427	108,142	454	114,741	29	62.61
Internal Medicine	353	113,944	405	121,676	58	65.76
Urgent Care	278	105,071	303	114,321	21	56.92
Cardiology	181	102,467	217	107,657	33	49.41
Psychiatric	120	106,158	135	108,579	16	59.81
OB/GYN	62	109,037	124	118,634	61	60.63
Surgical	35	96,103	84	126,340	11	60.72
Health Promotion	73	99,781	86	105,239	13	54.47
Emergency	90	105,460	93	110,560	5	-
Oncology	37	122,707	87	130,697	50	68.70

Table 1.17: Average Annual, Total and Hourly Salary by NP Certification Area

NP Certification	Annual Base Salary		Total Annual Salary		Hourly Rate	
	n	\$	n	\$	n	\$
Family*	1,490	106,517	1,842	114,620	346	60.39
Adult*	264	113,553	322	119,511	53	65.44
Adult—Gerontology Primary Care*	156	106,526	181	113,630	21	59.62
Acute Care	126	116,337	146	124,118	22	66.18
Pediatrics—Primary Care*	87	106,301	99	108,353	12	59.20
Adult—Gerontology Acute Care	92	109,919	109	117,816	17	64.04
Women's Health*	41	101,845	54	110,449	10	66.75
Psychiatric/Mental Health—Family	39	121,576	57	126,017	10	71.42
Psychiatric/Mental Health	38	117,189	51	132,355	9	-
Gerontology*	33	109,4779	43	121,153	7	-
Psychiatric/Mental Health—Adult	21	122,201	33	142,415	8	-
Hospice and Palliative Care	41	116,166	45	118,047	3	-
Oncology	37	113,351	39	117,569	2	-
Neonatal	25	130,116	33	139,604	10	64.78
Pediatrics—Acute Care	14	96,494	16	108,693	2	-
Emergency	8	-	18	116,207	9	-
Diabetes Management—Advanced	10	107,230	11	112,458	0	-
Dermatology	10	113,594	11	157,378	0	-
Orthopedics	6	-	7	-	0	-
Pediatrics—Primary Care Mental Health	3	-	4	-	0	-
School Health	2	-	3	-	1	-

*Indicates a primary care certification

Table 2.1: Percent of NPs by Patient Age Group

Patient Age Group	Percent
0–5 years	36.5
6–12 years	39.1
13–18 years	53.6
19–40 years	84.7
41–65 years	89.1
66–85 years	86.2
86 and older	66.5

Table 2.2: Percent of NPs Who See and Accept Patients by Payment Type

Payment Type	Percentage of NPs <u>seeing</u> patients covered by...	Percentage of NPs <u>accepting</u> new patients covered by...
Medicare—Fee for Service	61.3	69.5
Medicare—Managed Care	60.0	71.6
Medicaid	70.5	73.7
Medicaid—Managed Care	38.2	63.6
Commercial Insurance	83.8	85.2
Worker's Compensation	21.1	36.0
Uninsured—Cash Paying	53.8	75.8
Charitable/Uncompensated	23.3	35.8
Concierge/Direct Primary Care	2.9	14.1

Table 2.3: Percent of NPs with High Levels of Influence Over the Types of Patients Accepted in Their Practice

Insurance Type	Very or Extremely influential on whether practice site accepts patients covered by the following insurance types:		
	Percent of all NPs	Percent of NPs working in Physician owned or Private Group Practices	Percent of NP Practice Owners
Medicare—Fee for Service	9.9	9.6	72.7
Medicare—Managed Care	9.8	9.6	71.3
Medicaid	10.1	8.6	70.6
Medicaid—Managed Care	8.9	7.2	67.9
Commercial Insurance	10.8	10.5	74.7
Worker's Compensation	7.4	6.0	68.0
Uninsured—Cash Paying	10.1	9.1	79.6
Charitable/Uncompensated	8.2	5.9	71.9
Concierge/Direct Primary Care	5.5	3.8	67.5

Table 2.4: Percent of NPs Treating Patients Below the Poverty Level by Community Size

Community Size	Percent
Less than 2,500	94.4
2,500 to 9,999	94.8
10,000 to 49,999	92.8
50,000 to 249,999	96.5

Table 2.5: Average Number of Patients Seen per Day by NP Practice Setting

NP Practice Setting	Average Patients
Urgent Care Center	31
Retail Clinic	22
Emergency Room	22
Family Planning Clinic	21
Private Physician Practice	20
Private Group Practice	19
Federally Qualified Health Center	18
HMO	18
Rural Health Clinic	17
Military/Department of Defense (DOD)	17

Table 2.6: Average Number of Patients Seen per Day by NP Clinical Focus

Clinical Focus	Average Patients
Nephrology	30
Urgent Care	28
Dermatology	26
Emergency	23
Urology	21
Ear, Nose and Throat (ENT)	21
Pain Medicine	21
Orthopedics	20
Neurosurgery	20
OB/GYN	18

Table 2.7: Frequency of Patients Provided NP Services

How many patients do you provide the following services for?	None	Some	Few	Most
Coordination of Care	6.1	12.4	27.9	53.6
Diagnosis and Management of Acute Conditions	3.6	7.5	27.8	61.1
Diagnosis and Management of Chronic Conditions	7.8	10.4	22.4	59.5
Education and Counseling	1.4	2.9	14.3	81.4
Patient History and Physicals	26.7	13.6	21.7	38.0
Preventive Screening and Immunizations	19.9	17.4	19.2	43.5

Table 2.8: Percent of NPs Consulting with Other Health Care Providers

For approximately what percentage of your patients do you do the following:	<1% Patients	1-24% Patients	25-59% Patients	60-99% Patients	100% Patients
Verbally Consult with Physician Specialist	40.0	44.4	9.7	4.2	1.7
Request Referral to Physician Specialist	16.8	53.1	24.4	5.2	0.5
Request Referral to Another NP	72.0	23.2	3.9	0.8	0.2
Request Referral to Another Provider	24.9	52.1	17.6	4.7	0.6

Table 2.9: Top Three NP Referrals by Top 10 NP Practice Settings

Practice Setting	Health Professional	Percent
Hospital Outpatient Clinic	Physician Specialists	85.2
	Physical Therapists	68.2
	Dietitians/Nutritionists	64.1
Hospital Inpatient Unit	Physician Specialists	84.9
	Physical Therapists	74.0
	Social Workers	67.7
Private Group Practice	Physician Specialists	85.3
	Physical Therapists	73.6
	Dietitians/Nutritionists	57.0
Private Physician Practice	Physician Specialists	84.4
	Physical Therapists	71.4
	Dietitians/Nutritionists	55.9
Community Health Center	Physician Specialists	83.1
	Physical Therapists	73.9
	Psychologist	65.2
Urgent Care	Physician Specialists	83.2
	Physical Therapists	61.5
	Physicians Primary Care	59.3
Private NP Practice	Physician Specialists	85.3
	Physical Therapists	66.9
	Psychologist	65.0
Rural Health Clinic	Physician Specialists	93.0
	Physical Therapists	90.3
	Podiatrist	80.7
Federally Qualified Health Center	Physician Specialists	91.9
	Physical Therapists	81.1
	Dietitians/Nutritionists	68.0
Emergency Room	Physician Specialists	93.2
	Physicians Primary Care	78.7
	Social Workers	45.1

Figure 2.1: Percent of NPs by Diagnoses Treated

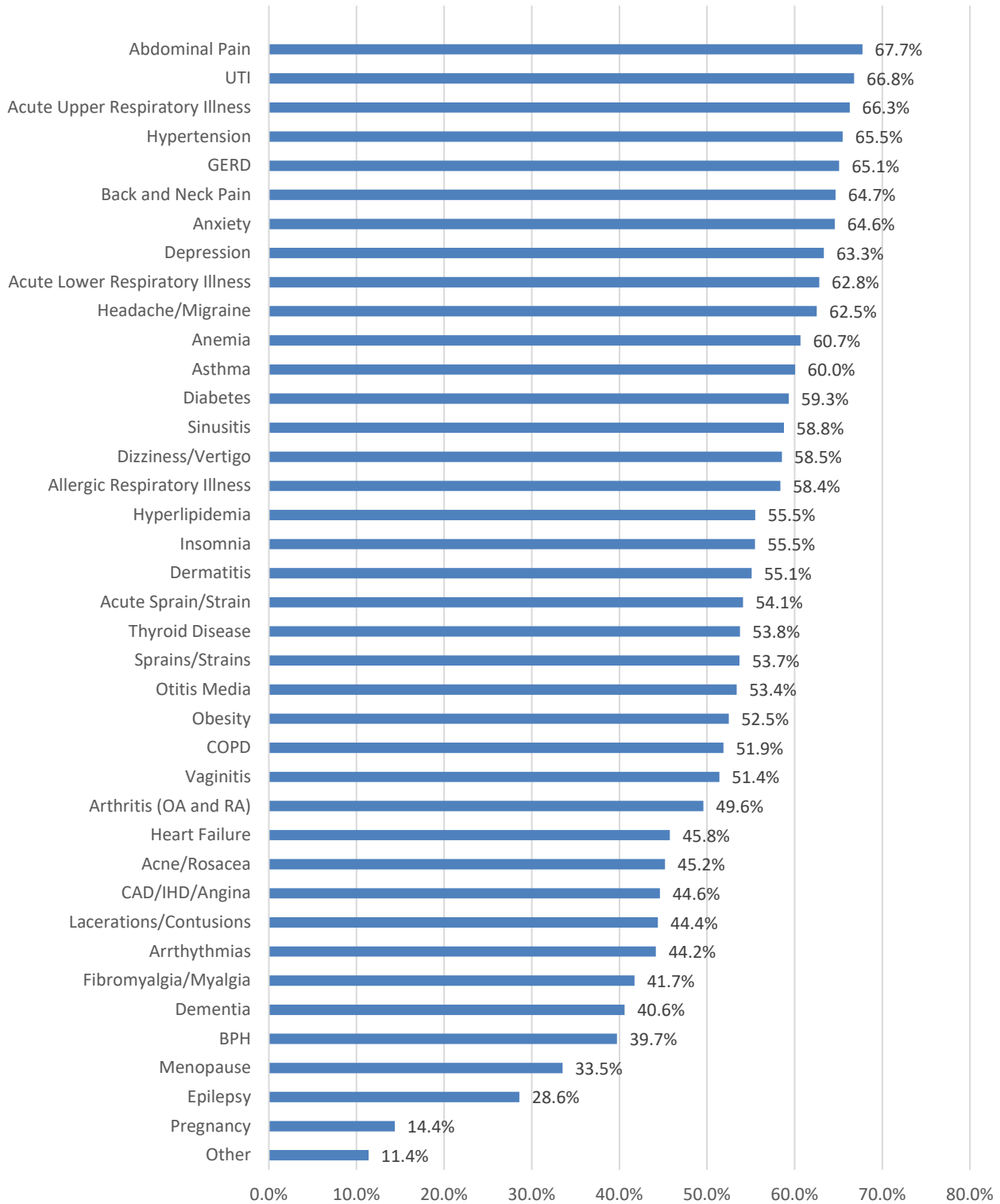
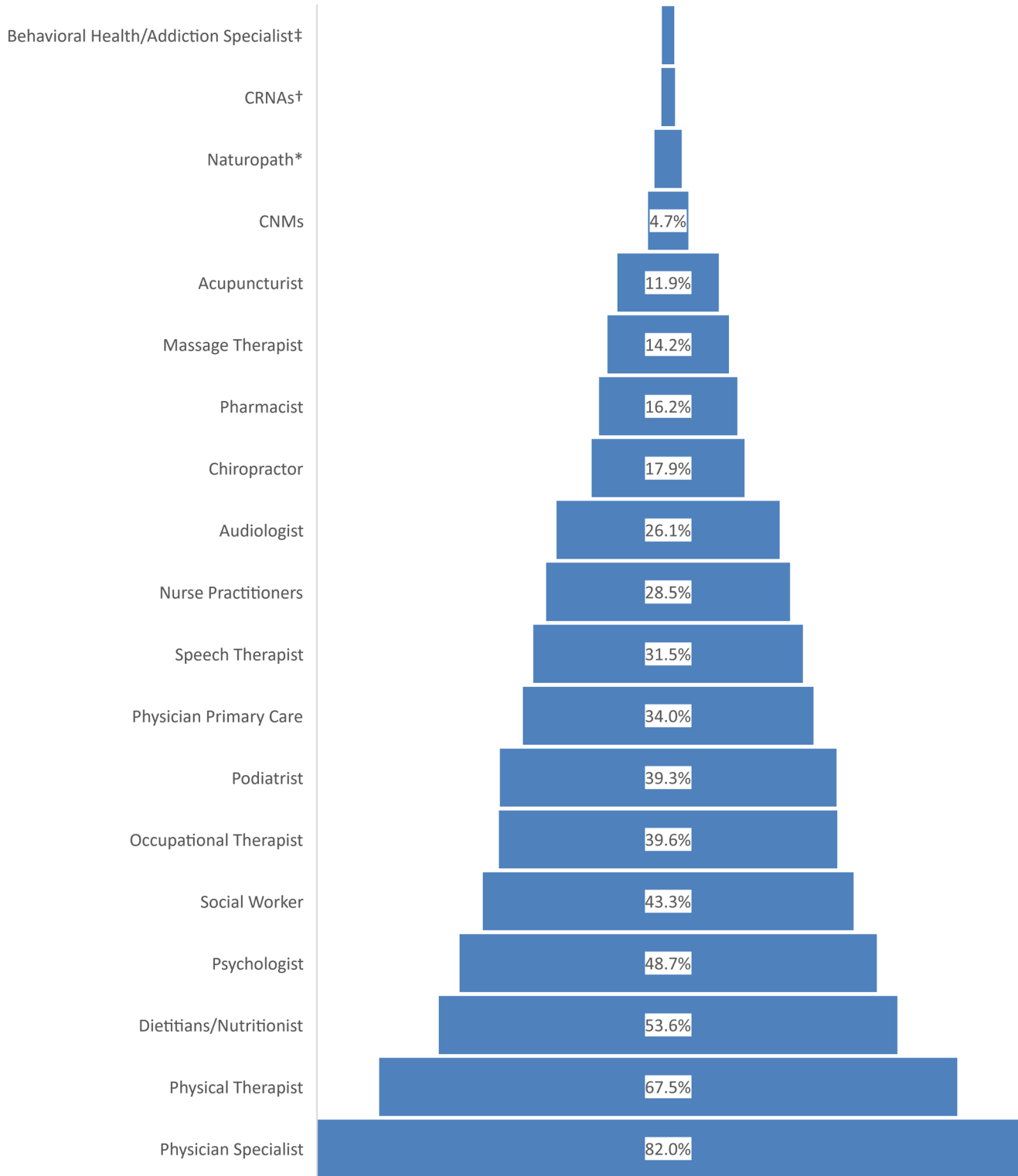


Figure 2.2 Percent of NPs by Profession Patients Referred to



‡1.5%, †1.6%, *3.2%

Table 3.1: Mean and Median Prescriptions per Day by Top 10 NP Certification Areas

NP Certification Area	Percent Prescribing	Prescriptions/Day	
		Mean	Median
Family*	96.6	22	15
Adult*	93.9	18	10
Adult—Gerontology Primary Care*	95.9	17	10
Acute Care	97.7	17	10
Pediatrics—Primary Care*	97.1	12	10
Adult—Gerontology Acute Care	95.9	21	10
Women's Health*	98.3	16	12
Psychiatric/Mental Health—Family	100.0	29	25
Psychiatric/Mental Health	100.0	27	20
Gerontology*	97.1	13	5

*Indicates a primary care certification

Table 3.2: Prescribing by Top 20 Practice Settings

Practice Setting	Percent Prescribing	Prescriptions/Day	
		Mean	Median
Hospital Outpatient	95.4	16	10
Hospital Inpatient	95.1	15	10
Private Group Practice	99.7	25	20
Private Physician Practice	98.2	24	18
Community Health Center	99.3	28	20
Urgent Care	97.5	34	30
Private NP Practice	97.2	26	20
Rural Health Clinic	100.0	26	20
Federally Qualified Health Center	100.0	28	20
Emergency Room	100.0	24	20
Long-term Care Facility	96.0	13	8
VA Facility	92.8	23	15
Retail Clinic	98.6	19	17
Psych/Mental Health Facility	94.9	31	30
Hospice/Palliative Care	94.9	9	5
University, Public	97.2	13	10
Home Health Care	58.9	11	5
Occupational Health Clinic	100.0	7	3
College Student Health	100.0	10	8
Correctional/Prison Facility	100.0	19	20

Table 3.3: Prescribing by Community Size

Community Size	Percent Prescribing	Prescriptions/Day	
		Mean	Median
Less than 2,500	96.4	18	10
2,500 to 9,999	97.1	20	15
10,000 to 49,999	96.5	20	15
50,000 to 249,999	94.4	21	15

Table 3.4: Top 10 Agents Prescribed Regularly (>15 Times per Week) by NPs

Drug	Percent
Antihypertensives	25.0
Analgesics, NSAID	20.7
Antibiotics	19.1
Vaccines/Immunizations	18.6
Dyslipidemic Agents	17.1
Diabetic Agents, Other	16.4
Analgesics, Other	14.1
Diabetic Agents, Insulin	13.2
Antihistamines	13.1
Diuretics	12.9

Table 3.5: Sources of Information on New Drugs

Sources	Percent
Continuing Education Activities	94.1
Journal Articles	72.1
Colleagues	64.4
Pharmacist	49.6
Pharmaceutical Information	63.5
Packaged Product Information	28.5
Journal Advertisements	19.3
Media	15.0

Figure 3.1: Mean Prescriptions Written/Refilled per Day by Patient Volume

