2018 SURVEY SUITE

Strengthening Total Compensation Solutions through Data-Driven Intelligence and Insights
For over 25 years, SullivanCotter’s Center for Information, Analytics and Insights has provided the most comprehensive total compensation data, analyses and research to a wide variety of organizations, including for-profit and not-for-profit health care, higher education, public charities, associations and foundations. Our market-leading surveys equip organizations with the data-driven intelligence and insights they need to keep pace with the changing marketplace. This allows organizations to confidently develop total compensation strategies that attract, manage and retain top talent while satisfying evolving regulatory requirements.
WHY INDUSTRY-LEADING ORGANIZATIONS DEPEND ON SULLIVANCOTTER SURVEYS

VALUABLE INSIGHTS: Our deep industry knowledge and consulting experience informs our surveys, focusing data collection to reveal emerging market issues.

EXPERIENCE: We have been collecting data for over 25 years, so our surveys reflect strong longitudinal history. All surveys are conducted by a dedicated team of highly qualified compensation consultants and research experts from our Center for Information, Analytics and Insights.

SUPERIOR DATA: Proprietary data collection, cleaning, analysis and reporting methodologies ensure benchmarking data of the highest quality and integrity. Participants include many of the nation’s largest, most complex healthcare organizations.

FULL-SERVICE: SullivanCotter offers organizations a wide array of services to help you interpret the data and put it to work for your organization.

SURVEY PARTICIPATION HAS ITS PRIVILEGES

- Substantial **discounts on standard report prices**
- **Early access** to electronic survey data tables
- **Exclusive webinars** with insights from our consultants
- **Easy-to-access** reports
- Ability to order **custom peer group reports** for your specific needs
- **Prepopulated participation files** using prior year submissions
PARTICIPATION IS EASY

Your time is valuable, which is why we've designed our survey systems to minimize your effort. We collect data through our secure online portals, which **prepopulate** your prior year data whenever possible. In addition, your data will be **automatically transferred** to other SullivanCotter surveys on your behalf, providing you with the **participant benefit** of completing multiple surveys without the additional effort. With streamlined navigation and an improved process for submitting your compensation data, participating in our surveys is now easier than ever before.

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**Additional Support and Benefits**

- Submit your compensation data by **uploading an Excel file**
- **Dedicated participant support team** and **subject-matter experts** on hand to assist with any questions
- **Input on preferred topics** for future surveys
- **Access to pulse survey results** covering hot topics
- **Early submission discounts**
- **Access to compensation practices data** when submitting to those survey sections

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**Learn More**

**Participate**

**PURCHASE**

- [www.sullivancotter.com/surveys360](http://www.sullivancotter.com/surveys360)
- [surveys360@sullivancotter.com](mailto:surveys360@sullivancotter.com)
- **888.739.7039**

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**TABLE OF CONTENTS**

- **2018 Survey Schedule and Pricing**..........................4
- **Executive Surveys**.................................5-6
- **Physician Surveys**.................................7-8
- **Advanced Practice Provider Surveys**..................9-10
- **Employee Surveys**.................................11
- **Multi-Level Surveys**..............................12
## 2018 Survey Schedule and Pricing

### Executive Surveys (pages 5-6)

<table>
<thead>
<tr>
<th>Survey Name</th>
<th>Opens</th>
<th>Submission Deadlines</th>
<th>Published</th>
<th>Participants</th>
<th>Early Submission Discount</th>
<th>Non-Participants (1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manager and Executive Compensation in Hospitals and Health Systems Survey</td>
<td>January</td>
<td>March 2</td>
<td>March 30</td>
<td>July</td>
<td>$875(2)</td>
<td>$150</td>
</tr>
<tr>
<td>For-Profit Health Care Executive Compensation Survey</td>
<td>May</td>
<td>June 29</td>
<td>July 27</td>
<td>October</td>
<td>$1,000</td>
<td>$500</td>
</tr>
<tr>
<td>Not-for-Profit Manager and Executive Compensation Survey</td>
<td>January</td>
<td>March 16</td>
<td>March 30</td>
<td>August</td>
<td>$500</td>
<td>$150</td>
</tr>
<tr>
<td>Physician Executive Compensation Survey</td>
<td>January</td>
<td>March 2</td>
<td>March 30</td>
<td>July</td>
<td>$750</td>
<td>$150</td>
</tr>
<tr>
<td>Medical Group Executive Compensation Survey</td>
<td>January</td>
<td>March 2</td>
<td>March 30</td>
<td>July</td>
<td>$750</td>
<td>$150</td>
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### Physician Surveys (pages 7-8)

<table>
<thead>
<tr>
<th>Survey Name</th>
<th>Opens</th>
<th>Submission Deadlines</th>
<th>Published</th>
<th>Participants</th>
<th>Early Submission Discount</th>
<th>Non-Participants (2)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Physician Compensation and Productivity Survey</td>
<td>January</td>
<td>March 2</td>
<td>March 30</td>
<td>August</td>
<td>$875(2)</td>
<td>$150</td>
</tr>
<tr>
<td>Medical Group Compensation and Productivity Survey</td>
<td>January</td>
<td>March 2</td>
<td>March 30</td>
<td>June</td>
<td>Complimentary(2)</td>
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<tr>
<td>Hospital-Based Physician Compensation and Work Effort Survey</td>
<td>January</td>
<td>March 16</td>
<td>March 30</td>
<td>August</td>
<td>$750</td>
<td>$250(2)</td>
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<tr>
<td>Physician On-Call and Telemedicine Compensation Survey</td>
<td>June</td>
<td>July 13</td>
<td>August 17</td>
<td>November</td>
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<td>$300(2)</td>
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</table>

### Advanced Practice Provider Surveys (pages 9-10)

<table>
<thead>
<tr>
<th>Survey Name</th>
<th>Opens</th>
<th>Submission Deadlines</th>
<th>Published</th>
<th>Participants</th>
<th>Early Submission Discount</th>
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<tbody>
<tr>
<td>Advanced Practice Provider Compensation and Pay Practices Survey</td>
<td>June</td>
<td>July 27</td>
<td>August 17</td>
<td>November</td>
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<td>$400(2)</td>
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<tr>
<td>Advanced Practice Provider Credentialing and Privileging Survey</td>
<td>March</td>
<td>June 29</td>
<td>August 30, 2019</td>
<td>November 2019</td>
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<td>Advanced Practice Provider Leadership Survey</td>
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<td>July 27</td>
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<td>December</td>
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<td>$150</td>
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<tr>
<td>Advanced Practice Provider Organizational Survey</td>
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<td>December</td>
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### Employee Surveys (page 11)

<table>
<thead>
<tr>
<th>Survey Name</th>
<th>Opens</th>
<th>Submission Deadlines</th>
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<th>Early Submission Discount</th>
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<tr>
<td>Health Care Staff Compensation Survey</td>
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</tr>
<tr>
<td>Endowment and Foundation Investment Staff Compensation Survey</td>
<td>January</td>
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<td>February 16</td>
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### Multi-Level Survey (page 12)

<table>
<thead>
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<th>Survey Name</th>
<th>Opens</th>
<th>Submission Deadlines</th>
<th>Published</th>
<th>Participants</th>
<th>Early Submission Discount</th>
<th>Non-Participants</th>
</tr>
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<tbody>
<tr>
<td>Benefits Practices in Hospitals and Health Systems Survey</td>
<td>January</td>
<td>March 2</td>
<td>March 30</td>
<td>June</td>
<td>$500(2)</td>
<td>$150</td>
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</tbody>
</table>

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(1) Organizations (law firms, consulting firms, accounting firms, etc.) are welcome to participate in surveys on behalf of their clients; however, they are not eligible to purchase the report at the participant or nonparticipant rate. Please call 888.739.7039 for pricing.

(2) A hard copy of the following survey reports is available for an additional $200: 1) Manager and Executive Compensation in Hospitals and Health Systems Survey, 2) Physician Compensation and Productivity Survey, 3) Medical Group Compensation and Productivity Survey.

(3) The early submission discounts for the following surveys are introductory rates that will only apply for 2018 surveys: 1) Hospital-Based Physician Compensation and Work Effort Survey, 2) Physician On-Call and Telemedicine Compensation Survey, 3) Advanced Practice Provider Compensation and Pay Practices Survey.

(4) In order to receive the Executive Benefits Practices or Physician Benefits Practices section of the 2018 Benefits Practices in Hospitals and Health Systems Survey Report, you must submit data for these sections of the survey questionnaire.

(5) Dates are subject to change.
Executive Surveys

Manager and Executive Compensation in Hospitals and Health Systems Survey

Provides critical benchmarking data on executive and management compensation trends and pay practices. Now in its 26th year, this survey is the largest of its kind for hospitals and health systems nationwide.

SURVEY HIGHLIGHTS
- Base salary, total cash compensation and total direct compensation
- Short-term and long-term incentive plan design, including performance measures, eligibility and target, maximum opportunity and actual awards paid
- National compensation data reported by organization type and size
- Compensation data organized by regional and subregional breakouts for hospitals
- Retention arrangements and awards
- Featured in Modern Healthcare’s annual executive compensation issue

Special Note
- Complimentary custom reports for children’s hospitals, academic and major teaching hospitals
- Participants of this survey will also receive a complimentary copy of the Benefits Practices in Hospitals and Health Systems Survey Report if both sections of that survey are completed (executive and physician)

PARTICIPANT HIGHLIGHTS
- More than 29,000 executives and managers
- Over 2,000 organizations
- Nearly 300 system jobs reported
- Over 230 hospital jobs reported

SURVEY SCHEDULE
Participation Period: January 2018 – March 30, 2018
Early Submission Deadline: March 2, 2018
Published: July 2018

REPORT PRICING
Participants: $875
Early Submission Discount: $150
Health Care Nonparticipants: $3,500

For-Profit Health Care Executive Compensation Survey

Offers critical information on equity-based compensation and its role in incentive plan design for executives as well as total direct compensation benchmarks that include the value of equity-based long-term incentives.

SURVEY HIGHLIGHTS
- Base salary and total cash compensation
- Equity-based long-term incentive plan types and eligibility and accounting value of grants
- Data collected on 22 top executive positions, including corporate, regional, business unit, acute care and post-acute care executive positions

Special Note
- Participants of this survey will also receive a complimentary copy of the Benefits Practices in Hospitals and Health Systems Survey Report if both sections of that survey are completed (executive and physician)

PARTICIPANT HIGHLIGHTS
- 1,029 executives
- 12 organizations
- 15 jobs reported

SURVEY SCHEDULE
Participation Period: May 2018 – July 27, 2018
Early Submission Deadline: June 29, 2018
Published: October 2018

REPORT PRICING
Participants: $1,000
Early Submission Discount: $500
Health Care Nonparticipants: $4,000

Not-for-Profit Manager and Executive Compensation Survey

Focuses exclusively on compensation and benefits practices in not-for-profit organizations, including associations, health plans, education, research and service or charitable organizations, among others.

SURVEY HIGHLIGHTS
- Base salary and total cash compensation
- Bonus and incentive plan prevalence and award opportunity
- Benefits prevalence and practices
- Salary planning and other compensation trends
- Data collected on over 100 senior-level management and executive-level job roles
- Data reported in multiple cuts including organization type and size

PARTICIPANT HIGHLIGHTS
- Over 1,200 executives and managers
- 120 organizations

SURVEY SCHEDULE
Participation Period: January 2018 – March 30, 2018
Early Submission Deadline: March 16, 2018
Published: August 2018

REPORT PRICING
Participants: $500
Early Submission Discount: $150
Nonparticipants: $2,000
Physician Executive Compensation Survey

Shares detailed total cash compensation data on physicians in C-Suite, service line and other key executive roles.

**SURVEY HIGHLIGHTS**
- Base salary and incentives
- Data reported by organization size and revenue
- Unique source of benchmarking data on physician executives – very difficult to find elsewhere
- Data collected on multiple physician executive positions, including but not limited to:
  + President and chief executive officer
  + Top medical informatics executive
  + Top clinical research executive
  + Top clinical integration/transformation executive
  + Top telemedicine executive

**PARTICIPANT HIGHLIGHTS**
- Over 800 organizations
- Nearly 1,500 physician executives
- 25 reported positions

**SURVEY SCHEDULE**
- Participation Period: January 2018 – March 30, 2018
- Early Submission Deadline: March 2, 2018
- Published: July 2018

**REPORT PRICING**
- Participants: $750
- Early Submission Deadline: $150
- Health Care Nonparticipants: $3,000

Medical Group Executive Compensation Survey

Provides vital total compensation benchmarking data on key executive positions collected from both independent medical groups and those owned by health systems.

**SURVEY HIGHLIGHTS**
- Base salary and incentives
- Data reported by organization size
- Unique source of benchmarking data on medical group executives – very difficult to find elsewhere
- Data collected on multiple medical group executive positions, including but not limited to:
  + Chief operating officer
  + Chief information officer
  + Top human resources executive
  + Top population health executive
  + Chief executive/executive director (both MD and non-MD)

**PARTICIPANT HIGHLIGHTS**
- Over 170 organizations
- More than 400 medical group executives
- 13 reported positions

**SURVEY SCHEDULE**
- Participation Period: January 2018 – March 30, 2018
- Early Submission Deadline: March 2, 2018
- Published: July 2018

**REPORT PRICING**
- Participants: $750
- Early Submission Deadline: $150
- Health Care Nonparticipants: $3,000
Physician Surveys

Physician Compensation and Productivity Survey

Conducted for 26 years, this survey is the largest and most comprehensive data set of its kind and provides compensation, pay practice and productivity benchmarking data for employed physicians, advanced practice providers (APPs) and PhD providers and researchers.

**SURVEY HIGHLIGHTS**
- Base salary and total cash compensation data, as well as cost of benefits
- Productivity data and ratios, including work RVUs, collections, patient visits and panel sizes
- Value-based compensation approaches and amounts paid
- Data for multiple position levels, from staff physicians to chairs
- National data reported by region, organization type, position level and specialty area
- Other data: sign-on bonuses, retention bonuses, relocation assistance and other perquisites

**Special Note**
Participants of this survey will also receive a complimentary copy of the *Benefits Practices in Hospitals and Health Systems Survey Report* if both sections of that survey are completed (executive and physician)

**PARTICIPANT HIGHLIGHTS**
- Nearly 134,600 individual physicians and APPs
- Over 560 participating hospitals, health systems and medical groups
- 224 specialties with new and emerging positions added annually

**SURVEY SCHEDULE**
- Participation Period: January 2018 – March 30, 2018
- Early Submission Deadline: March 2, 2018
- Published: August 2018

**REPORT PRICING**
- Participants: $875
- Early Submission Discount: $150
- Health Care Nonparticipants: $3,500

Medical Group Compensation and Productivity Survey

As the largest medical group compensation dataset in the market, this survey offers a comprehensive look into pay practices and productivity across a wide spectrum of physician and advanced practice provider (APP) specialties.

**SURVEY HIGHLIGHTS**
- Base salary and total cash compensation information for physicians and APPs, as well as compensation and productivity data on academic and faculty practices
- Productivity data and ratios, including work RVUs, collections, patient visits and panel sizes
- Insight into performance and annual incentive payments
- Total cost of benefits, including benefits as a percentage of total cash compensation
- Starting salary and bonus data for both new and experienced physicians
- Data reported across a number of specialty areas for multiple position levels, from staff physicians to chairs
- National medical group data broken out by revenue, size, region and academic affiliation

**PARTICIPANT HIGHLIGHTS**
- Nearly 110,700 individual physicians and APPs
- 240 medical groups
- 170 reported physician and APP specialties

**SURVEY SCHEDULE**
- Participation Period: January 2018 – March 30, 2018
- Early Submission Deadline: March 2, 2018
- Published: June 2018

**REPORT PRICING**
- Participants: Complimentary
- Health Care Nonparticipants: $3,500
Physician Surveys

Hospital-Based Physician Compensation and Work Effort Survey

This survey provides insight into compensation topics specific to hospital-based physicians with a focus on understanding work effort and related compensation structures.

SURVEY HIGHLIGHTS
• Clinical work effort standards
• Compensation data, including base pay levels, hourly/shift rates, shift differentials, incentive compensation and on-call pay
• Paid time off practices
• Specialties included in the survey:
  + Anesthesiology
  + General radiology
  + Critical care/intensivist
  + Emergency medicine
  + Hospitalist
  + Nocturnist
  + Urgent care
  + Pediatric critical care/intensivist
  + Pediatric emergency medicine
  + Pediatric hospitalist
  + Pediatric urgent care
  + Laborist
  + Surgicalist
  + Neonatology
  + Medical oncology

PARTICIPANT HIGHLIGHTS
• Data from 32 organizations
• 13 specialties reported

SURVEY SCHEDULE
Participation Period: January 2018 – March 30, 2018
Early Submission Deadline: March 16, 2018
Published: August 2018

REPORT PRICING
Participants: $750
Early Submission Discount: $250
Health Care Nonparticipants: $3,000

Physician On-Call and Telemedicine Compensation Survey

Now in its twelfth year, this one-of-a-kind survey provides deep insight into on-call pay rates and practices. This data is virtually impossible to find elsewhere.

SURVEY HIGHLIGHTS
• On-call pay practices for both employed and nonemployed physicians
• Compensation data and pay rates, including total on-call pay expenditures
• Details on both restricted and unrestricted call coverage, as well as concurrent and excess call arrangements
• Pay rate data includes unrestricted on-call rates paid for general emergency medicine coverage, trauma coverage and rates paid by trauma centers
• Information on a number of specialties, including but not limited to the following:
  + Cardiology
  + General surgery
  + Neurosurgery
  + Orthopedic surgery
  + Obstetrics/Gynecology
  + Pediatric surgery
  + Radiology
  + Trauma surgery

PARTICIPANT HIGHLIGHTS
• 150 organizations
• 30 physician and advanced practice provider specialties

SURVEY SCHEDULE
Participation Period: June 2018 – August 17, 2018
Early Submission Deadline: July 13, 2018
Published: November 2018

REPORT PRICING
Participants: $750
Early Submission Discount: $300
Health Care Nonparticipants: $3,000

*This early submission discount is an introductory rate that will only apply to 2018 surveys.
Advanced Practice Provider Surveys

Advanced Practice Provider Compensation and Pay Practices Survey

Offers unique insights on advanced practice provider (APP) compensation levels, trends and pay practices.

SURVEY HIGHLIGHTS
- Base pay, total cash compensation and total cost of benefits
- Productivity data and ratios, including collections and work RVUs
- Pay practices, including salary grades and ranges, shift differentials and extra shifts, on-call pay, education expenses, sign-on bonuses, retention bonuses and moving allowances
- APP incentive plan design, including prevalence and performance metrics
- Data reported for nurse practitioners and physician assistants across multiple specialty areas
- Information also reported for nurse anesthetists and midwives
- Data reported both nationally and regionally by practice setting (inpatient/outpatient) and locale (urban/suburban/rural)
- Total cash compensation data for a number of APP leadership positions

PARTICIPANT HIGHLIGHTS
- Representing more than 52,000 APPs
- Data from nearly 500 organizations
- 203 specialties reported

SURVEY SCHEDULE
Participation Period: June 2018 – August 17, 2018
Early Submission Deadline: July 27, 2018
Published: November 2018

REPORTPRICING
Participants: $875
Early Submission Discount: $400*
Health Care Nonparticipants: $3,500

Advanced Practice Provider Credentialing and Privileging Survey

As the demand for advanced practice providers (APPs) continues to grow, organizations must understand the latest trends in credentialing and privileging. This survey provides data and insights on credentialing practices as well as core and clinical specialty privileges. Data includes APP headcount and prevalence of specialty-specific privileges granted in each specialty.

SURVEY HIGHLIGHTS
- National data reported by region, organization type, position level and specialty area
- Prevalence of core and specialty-specific privileges across the country
- Information about clinical specialty areas in which APPs practice
- Most common specialties APPs practice by licensure (CRNAs, NPs, PAs, etc.)
- Variations between credentialing and privileging practices within health systems
- Data reported both nationally and regionally by practice setting
- Insights on APP involvement in credentialing

PARTICIPANT HIGHLIGHTS
- Representing more than 52,000 APPs
- Data from nearly 500 organizations
- 203 specialties reported

SURVEY SCHEDULE
Participation Period: March 2018 – August 30, 2019
Early Submission Deadline: June 29, 2018
Published: November 2019

REPORTPRICING
Participants: $500
Early Submission Discount: $150
Health Care Nonparticipants: $2,000

*This early submission discount is an introductory rate that will only apply to 2018 surveys.
Advanced Practice Provider Surveys

Advanced Practice Provider Leadership Survey

The role of the advanced practice provider (APP) in transforming care delivery is critical, and organizations must have the necessary leadership structures and practices in place to support this growing workforce. This survey identifies leadership roles and responsibilities, clarifies the different levels of leadership and evaluates the infrastructure in place to help support the practice and management of APPs.

SURVEY HIGHLIGHTS
- National data reported by region, organization type and size
- Data cuts include pediatric and non-pediatric hospitals
- Committee and organizational engagement and participation
- Three distinct APP leadership levels
- Insights on varying levels of education, titling and reporting structures for APP leaders
- Information about APP leader roles, scope of responsibility and time allocation
- Data on APP centers to support APP practice

PARTICIPANT HIGHLIGHTS

SURVEY SCHEDULE
- Participation Period: June 2018 – August 17, 2018
- Early Submission Deadline: July 27, 2018
- Published: December 2018

REPORT PRICING
- Participants: $750
- Early Submission Discount: $150
- Health Care Nonparticipants: $3,000

Advanced Practice Provider Organizational Survey

As health care organizations seek to improve access, quality, service and affordability, developing a strategy to integrate, optimize and engage the growing advanced practice provider (APP) workforce across all specialties is essential.

SURVEY HIGHLIGHTS
- This new survey assesses current organizational APP practices in the following key areas:
  + Advanced practice organizational structure
  + Operations
  + Workforce planning
  + Competency assessment
  + Billing and productivity
  + Engagement and retention
  + Student placement and precepting
  + Postgraduate education
  + Emerging trends and practices
  + National data reported by region, organization type, position level and specialty area

PARTICIPANT HIGHLIGHTS

SURVEY SCHEDULE
- Participation Period: June 2018 – August 17, 2018
- Early Submission Deadline: July 27, 2018
- Published: December 2018

REPORT PRICING
- Participants: $750
- Early Submission Discount: $150
- Health Care Nonparticipants: $3,000
Employee Surveys

Health Care Staff Compensation Survey

Published regionally for over 20 years, this new national survey provides cash compensation market data for health care staff.

SURVEY HIGHLIGHTS
- Market data tables at the national and regional levels, including base salary, total cash compensation and pay range minimum and maximum for nearly 400 administrative, nursing, professional, service and supervisory positions
- Detailed on-call pay and shift differential data, including evening, night and weekend coverage
- Compensation practices data that focuses on market staffing trends and strategies
- Additional data on lead and charge pay, preceptor pay, extra-shift pay and float pool pay fields
- Fair Labor Standards Act status for exempt and nonexempt employees

PARTICIPANT HIGHLIGHTS
- Over 390 investment professionals
- Over 60 organizations
- 9 investment staff positions

SURVEY SCHEDULE
- Participation Period: January 2018 – March 30, 2018
- Early Submission Deadline: March 16, 2018
- Published: August 2018

REPORT PRICING
- Participants: $875
- Early Submission Discount: $150
- Health Care Nonparticipants: $3,500

Endowment and Foundation Investment Staff Compensation Survey

A comprehensive look into pay levels, practices and trends among endowment and foundation staff, including detailed insight into the chief investment officer position.

SURVEY HIGHLIGHTS
- Base salary, incentive pay and retirement benefits for senior investment staff
- Base salary and total cash compensation data for other investment staff
- Detailed incentive plan design information, including performance measures, weighting of measures, incentive opportunity levels, and payout and deferral practices
- Other data: eligibility and participation as well as administration and governance of investment staff incentive plans
- Data presented nationally by organization type and by asset category
- Key endowment and foundation investment staff positions, including chief investment officer, managing director, director, manager, two levels of analyst staff and three levels of investment operations staff

PARTICIPANT HIGHLIGHTS
- Over 390 investment professionals
- Over 60 organizations
- 9 investment staff positions

SURVEY SCHEDULE
- Participation Period: January 2018 – February 16, 2018
- Early Submission Deadline: February 2, 2018
- Published: April 2018

REPORT PRICING
- Participants: $1,150
- Early Submission Discount: $150
- Health Care Nonparticipants: $4,600
If the unique needs of your organization cannot be met by readily available benchmarking data, consider a custom survey conducted by our experienced researchers and consultants — delivering the information you need on compensation, benefits, performance measurement and other critical elements to help your organization craft data-driven solutions.

SURVEY HIGHLIGHTS
• Customized and proprietary analyses that provide data on positions and topics not covered in our suite of annual surveys nor widely available in the marketplace. For example:
  + CEO evaluations
  + Provider compensation satisfaction
  + Targeted and specialized compensation data
  + Board and committee evaluations
  + Benefit plan designs
  + Pulse surveys on specific issues
• Offers the ability to identify and target survey participants and groups within our extensive contact database
• Survey timelines customized to meet your needs

Uniquely focused on only hospitals and health systems, this survey helps organizations address challenges related to executive and physician benefit programs, including optimizing benefit offerings, implementing retirement plans for evolving executive and physician roles, and keeping pace with emerging trends in paid time off, severance and disability programs.

SURVEY HIGHLIGHTS
• Detailed reporting on executive and physician benefits
• Data covering all facets of benefits:
  + Supplemental retirement plans
  + Paid time off
  + Disability
  + Life insurance
  + Severance policies
  + Perquisites and professional benefits
• Data reported nationally, custom reports available by region and organization size

Special Note
• Must complete both sections of the survey (executive and physician) to receive the full report. Individual sections of the survey are also available for purchase.

PARTICIPANT HIGHLIGHTS
• 180 participating organizations

SURVEY SCHEDULE
Participation Period: January 2018 – March 30, 2018
Early Submission Deadline: March 2, 2018
Published: June 2018

REPORT PRICING
Participants: $500
Early Submission Discount: $150
Health Care Nonparticipants: $3,500
ABOUT SULLIVAN, COTTER AND ASSOCIATES, INC.

SullivanCotter is the leading independent consulting firm in the assessment and development of performance-based total rewards programs and workforce solutions for the health care industry and not-for-profit sector. For over 25 years, the firm has provided unbiased advice to executives and boards to help attract, retain and motivate executives, physicians, advanced practice providers and employees at all levels. Through the Center for Information, Analytics and Insights, SullivanCotter has developed the most widely recognized compensation surveys in the United States. Combining data-driven intelligence with national insights, we act with integrity to help organizations fulfill their missions, business objectives and regulatory requirements.

SullivanCotter maintains strict confidentiality regarding all survey data submissions and follows the safe harbor guidelines published by the U.S. Department of Justice and the Federal Trade Commission where applicable.