


# California Orthopaedic Association

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# Physical/Occupational Therapy Requirements for Success

Lake Tahoe, CA

# Ancillary Physical and Occupational Therapy

***Orthopaedic Specialty Institute:  
Our Story***

**Carlos A Prietto, MD**



# Disclosure

 No financial relationship



# OSI – 17 Physicians

- 6 Sports Medicine
- 1 Foot and Ankle
- 2 Hand and Upper Extremity
- 3 Spine
- 2 Total Joint Arthroscopy
- 2 General Orthopedics
- 1 Physiatrist



# Group Subspecialty Practice

 Physical and Occupational Therapy

 MRI

 ASC



# Why Physical Therapy?

- Manage rehab protocols
- Better follow up
- Greater interaction with therapists and patients
- Help with ever decreasing physician reimbursements



# Conflicts

- Potential overutilization (unlikely in this payor environment)
- Potential loss of referrals from outside PTs





# Physical/Occupational Therapy

- How many patients can be referred?
- How much space needed?
- How much will it cost?
- How many employees will be needed?
- Is it worthwhile?



# Referrals

- Audit in-office referrals for two weeks
- Separate geographically
- Analyze payors



# Space



Pool – 1800 sq. ft.



# Space



# Cost - Capital Expenditure – 522 K

- Architectural planning
- Equipment
- Leasehold improvements
- Pool
- Start-up cash



# Personnel

- Physical Therapists (Master's/DPT)
- Physical Therapist Assistants (BA)
- Physical Therapist Aides
- Clerical/Scheduling/Referral Coordinators
- Billing/Collections
- Management



# Our Staff

## Full Time

- 3 PTs
- 1 OT
- 2 PTAs
- 3 PT Aides
- 3 Receptionists/Schedulers
- 2 Billing/Collections
- 1 Referral Coordinator

## Part Time

- 1 PT
- 1 PTA
- 1 PT Aide



# OSI PT 2007

## New Patients

■ PT: 1836

■ OT: 299

## Total Visits

■ PT: 19,472

■ OT: 2,482

■ Pool: 2,608

*Therapists:  
9 Full-time  
2 Part-time*





# OSI PT 2008

## New Patients

■ PT: 1,667

■ OT: 393

## Total Visits

■ PT: 16,677

■ OT: 2,320

■ Pool: 2,967

*Therapists:  
7 Full-time  
2 Part-time*



# OSI PT 2009

## New Patients

■ PT: 1,676

■ OT: 383

## Total Visits

■ PT: 16,020

■ OT: 2,433

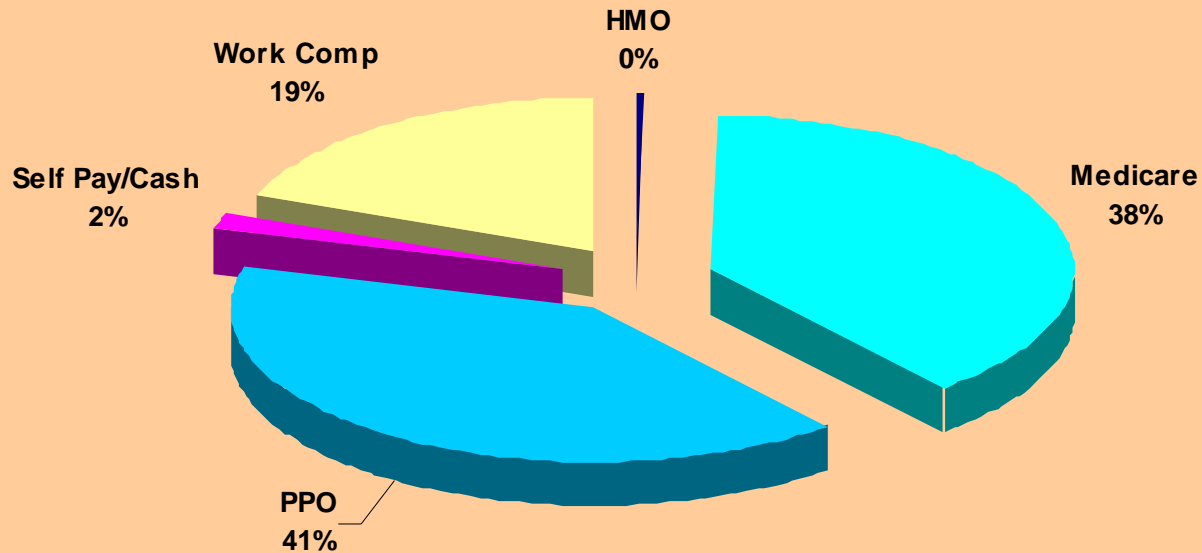
■ Pool: 2,355

*Therapists:  
6 Full-time  
2 Part-time*



# Financial Class

**PT Payer Mix 2009 - Office Visits Based**



# Productivity

Physical Therapy – Productivity Assessment	
Charge per visit PT (All Loc)	\$ 136.13
Charge per visit PT Land	\$ 133.33
Charge per visit PT Hand	\$ 149.20
Charge per visit PT Aqua	\$ 140.84
Visits per day PT (All Loc)	87
Visits per day PT Land	61
Visits per day PT Hand	10
Visits per day PT Aqua	16
Revenue per Visit - All Loc	\$ 100.12
Revenue per Visit - Land	\$ 95.49
Revenue per Visit - Hand	\$ 114.06
Revenue per Visit - Aqua	\$ 115.93

Avg payment per visit  
\$100.12

Avg charge per visit  
\$136.13



# Margins

■ 2005 – 30.5%

■ 2006 – 15.5%

■ 2007 – 18.7%

■ 2008 – 29.7%

■ 2009 – 22%

■ 2010 - ? Pending Medicare changes



# Physician Contacts

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## Administrative Contact

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Thank You

