

PHYSIOTHERAPY NZ

REMUNERATION SURVEY 2015

Prepared for Peter Christie
September 2015





SUMMARY

Perceptive conducted a survey of physiotherapists in September 2015, with a resulting sample size of n=1069. The main findings are presented below:

Qualifications

- More than half of all respondents completed their undergraduate qualification before the year 2000 (57%), with just over a quarter having done so in the 2000's (28%). Results have changed little since last year, main increase in 1980s and 2010s.
- The total who have a postgraduate qualification is the same as last year (55%). Higher proportions of those who completed their undergrad before the 2000s have done higher study, especially in the 1990s (65%) and 1980s (67%). Results are similar to 2014, slightly more in 2010s have completed postgrad (14%).
- A third have got a Bachelor degree, almost a quarter have a Postgraduate Diploma (21%), and less than 20% hold any of the other qualifications. Some differences can be seen by when respondents completed their undergraduate qualification, mainly that pre 1990s, a Diploma in Physiotherapy was more popular, whereas from the 1990s, increasing numbers have completed a Bachelor Degree.
- More than two-thirds responding to the survey have more than 10 years experience (70%, up from 64% in 2014), two in five of these having 21 or more years experience (42%).



SUMMARY

Employment

- Almost two thirds indicated that their main employer is a private practice or business owner (63%). A quarter are employed by a District Health Board (24%). These results are almost identical to 2014 (64% and 22% respectively).
- Two out of five respondents are in a permanent full time position (40%), almost a quarter permanent part time (21%), and similar proportions self-employed/contractor or business owner (14% and 13% respectively). Compared to 2014, there has been an increase in those in permanent part time positions, and decrease in self-employed/contractors.
- More than half are working 36 or more hours a week (52%). The main change from 2014, is less are working between 36 to 40 hours (25% compared to 30%), and more are working 41 to 45 hours (18% compared to 12%).
- The sample is spread throughout the country, similar results for 2015 as for 2014.
- Slightly more than a third have between 2-5 physiotherapists working there (36%), with almost a quarter having more than 20 (22%), this is up slightly from 18% in 2014.
- Half work in manual therapy/ musculoskeletal (49%), with less than 10% in each of the other work areas. Results have remained fairly similar from 2014.
- Almost two out of five are looking to maintain their current skill set, or are looking to develop new areas of expertise or post-graduate qualifications (38% each). Less than 10% were represented in each of the other areas, with results consistent with 2014 figures.
- Less than 10% intend to work overseas in the next one to two years (7%), less than 2014 (10%). When looking at the results by when undergraduate qualifications were complete, a much higher proportion of those having completed in the 2010s intend to work overseas (28%), however, this is down 12% from the 2014 results
- A small proportion of respondents are currently working overseas (2%), of these almost a third have been overseas for less than a year (29%).
- Of this sample overseas, 29% indicated they will come back to New Zealand in the next 12 months, fewer than in 2014 (41%).



SUMMARY (CONT).

Remuneration

- Half of all respondents earn a salary, up slightly from 48% in 2014. Less than a quarter are earning dollars per patient (23%), which is down from 2014 (27%).
- Gross earnings is spread across all income brackets, with higher proportions earning around the \$40,000 to \$70,000 brackets. Results are similar to 2014, slight increase in those earning between \$50,001 - \$60,000, and decrease in \$60,001 - \$70,000.
- Thirty respondents indicate their earnings are determined on a retainer / base rate. For almost a third of respondents, their base rate is calculated per week (30%), followed by 27% per year, and 23% per hour. Earnings are spread as shown in the graph, differences from 2014 are likely due to small sample sizes, making the data more variable.
- More than half of respondents receive their Annual Practicing Certificate, Kiwisaver and Professional Development as additional benefits (55%, 54% and 54% respectively). Proportion receiving professional development has increased from 47% in 2014. Much fewer now receive insurance (7% compared to 23% 2014). A quarter do not receive any benefits (27%).
- Most respondents receive the standard 4 weeks annual leave (41%), with a third indicating this is not applicable to them (34%).



SUMMARY (CONT).

Business Owners

- A total of 135 respondents indicated they are business owners, 53% of these have an accredited business (up slightly from 50% in 2014).
- More than half operate in a main centre (56%), of these just over a quarter are inner city (27%), and more than two-thirds in the suburbs (68%).
- Most operate a standalone practice (44%), followed by a multiple site with satellite offices (23%). Results are consistent with 2014, although slightly more are part of a larger medical practice (10% compared to 6% in 2014).
- A quarter only have one physiotherapist (27%), with more than half having between 2-5 working there (54%). Compared to 2014, there was a slight decrease in practices with 2-5 physiotherapists (54%), and increase in 6-10 (15%) and 11-20 (4%). There were no practices with more than 20 physiotherapists.
- Most business owners continue to pay themselves a salary (43%). Differences from 2014 can be seen in more now paying themselves a dividend (34% compared to 25% in 2014), and less on a \$ per patient basis (10% compared to 16%).
- More than half are using Gensolve (56%), with less than 20% using either Houston (14%) or Medtech (3%). A total of 19% indicated they do not use an electronic system.
- More than half use their computer for all activities listed, most popular being ACC claims (87%), booking appointments (81%), communicating patient information (76%) and recording clinical notes (74%).
- Almost all business owners use email to send patient information (90%), with 50% or less using other methods.
- Communication with other health professionals tends to be for around every 20 in 100 episodes / injuries.
- More than two-thirds are operating as a Limited Liability Company (68%), a quarter as sole traders (23%) and 7% in a partnership.

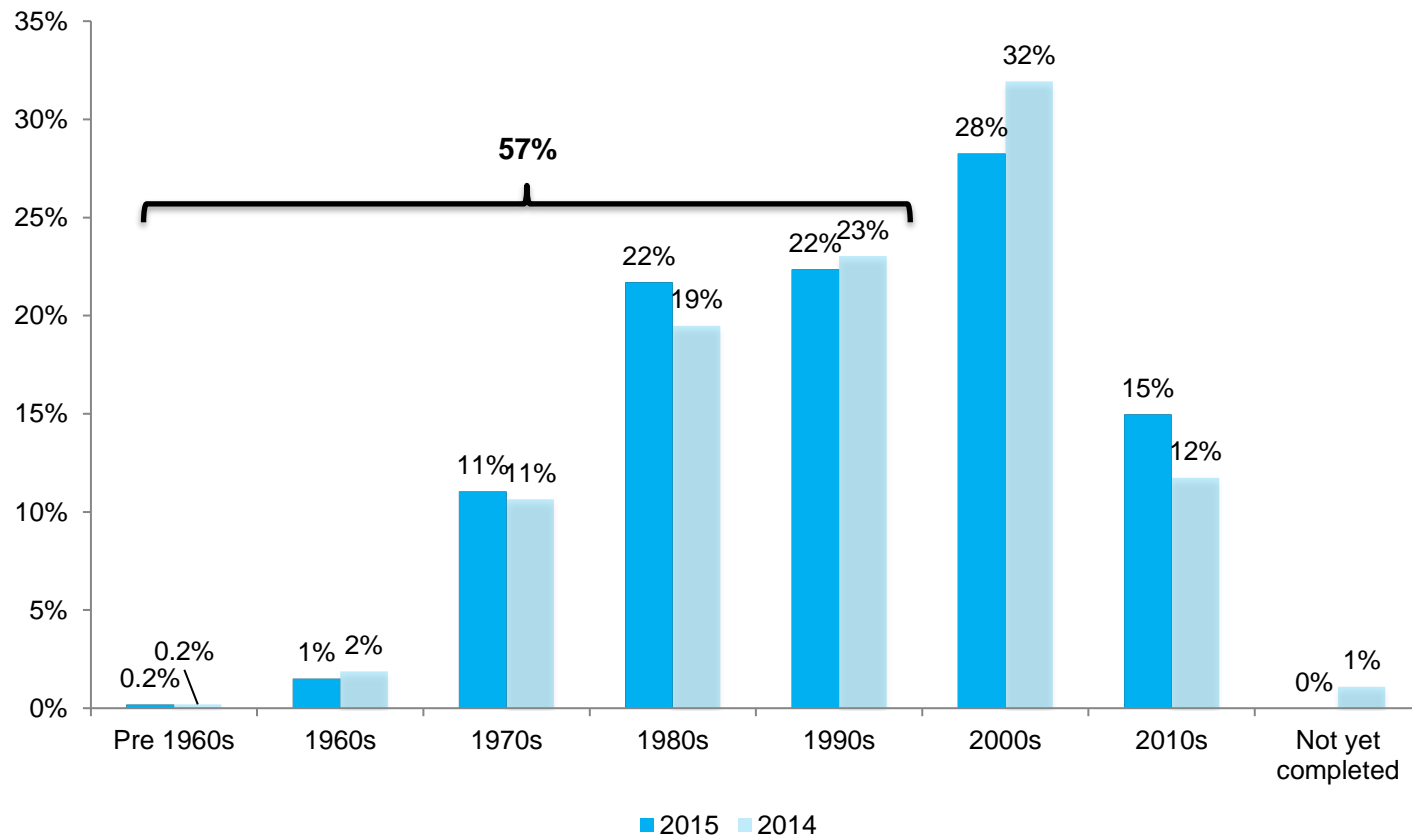
QUALIFICATIONS



UNDERGRADUATE QUALIFICATION

More than half of all respondents completed their undergraduate qualification before the year 2000 (57%), with just over a quarter having done so in the 2000's (28%). Results have changed little since last year, main increase in 1980s and 2010s.

Q. What decade was your undergraduate qualification completed?



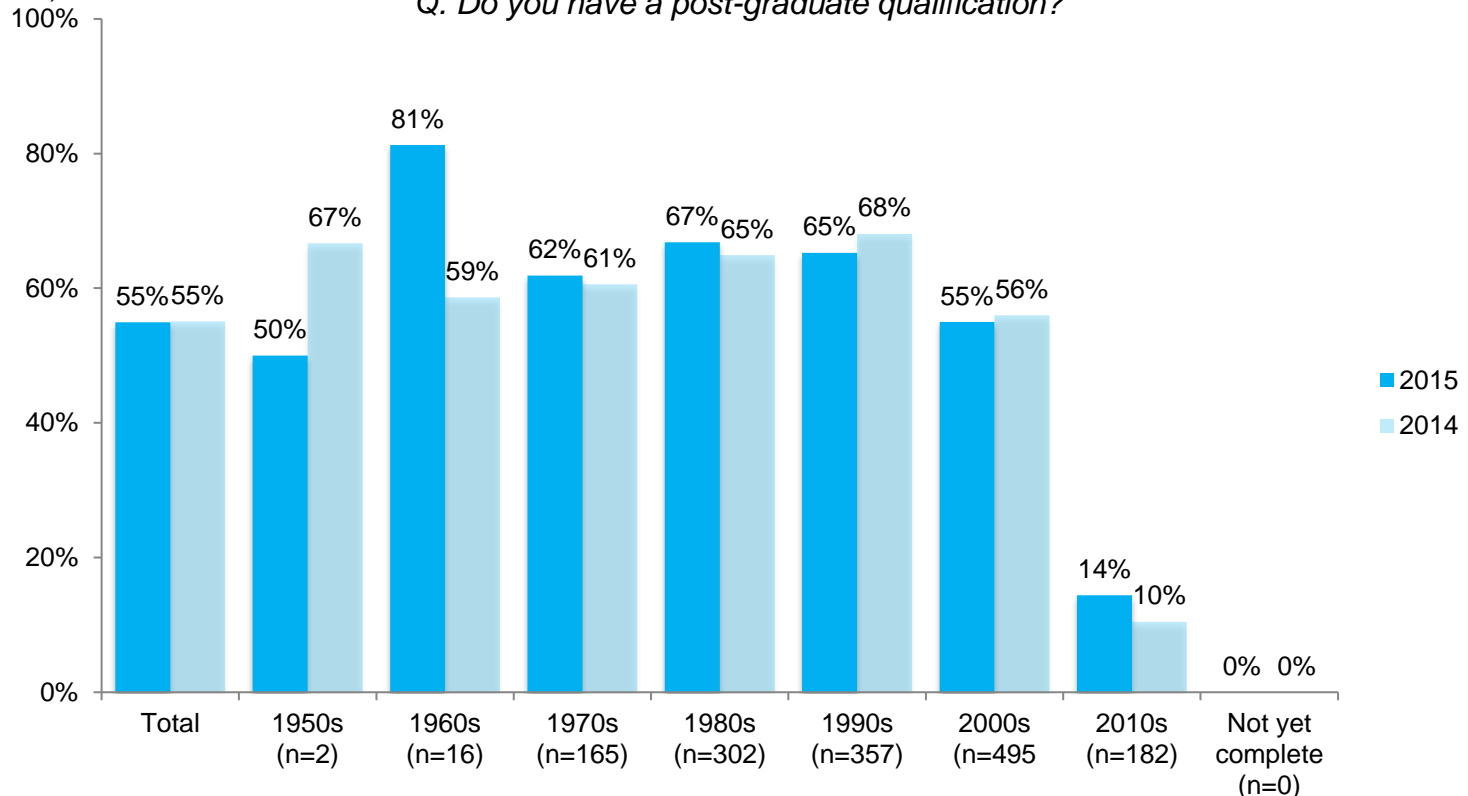


POSTGRADUATE QUALIFICATION

The total who have a postgraduate qualification is the same as last year (55%). Higher proportions of those who completed their undergrad before the 2000s have done higher study, especially in the 1990s (65%) and 1980s (67%). Results are similar to 2014, slightly more in 2010s have completed postgrad (14%).

(NB. the differences in the 1950s and 1960s can be due to small sample sizes, which make the data more variable and need to be interpreted with caution.)

Q. Do you have a post-graduate qualification?

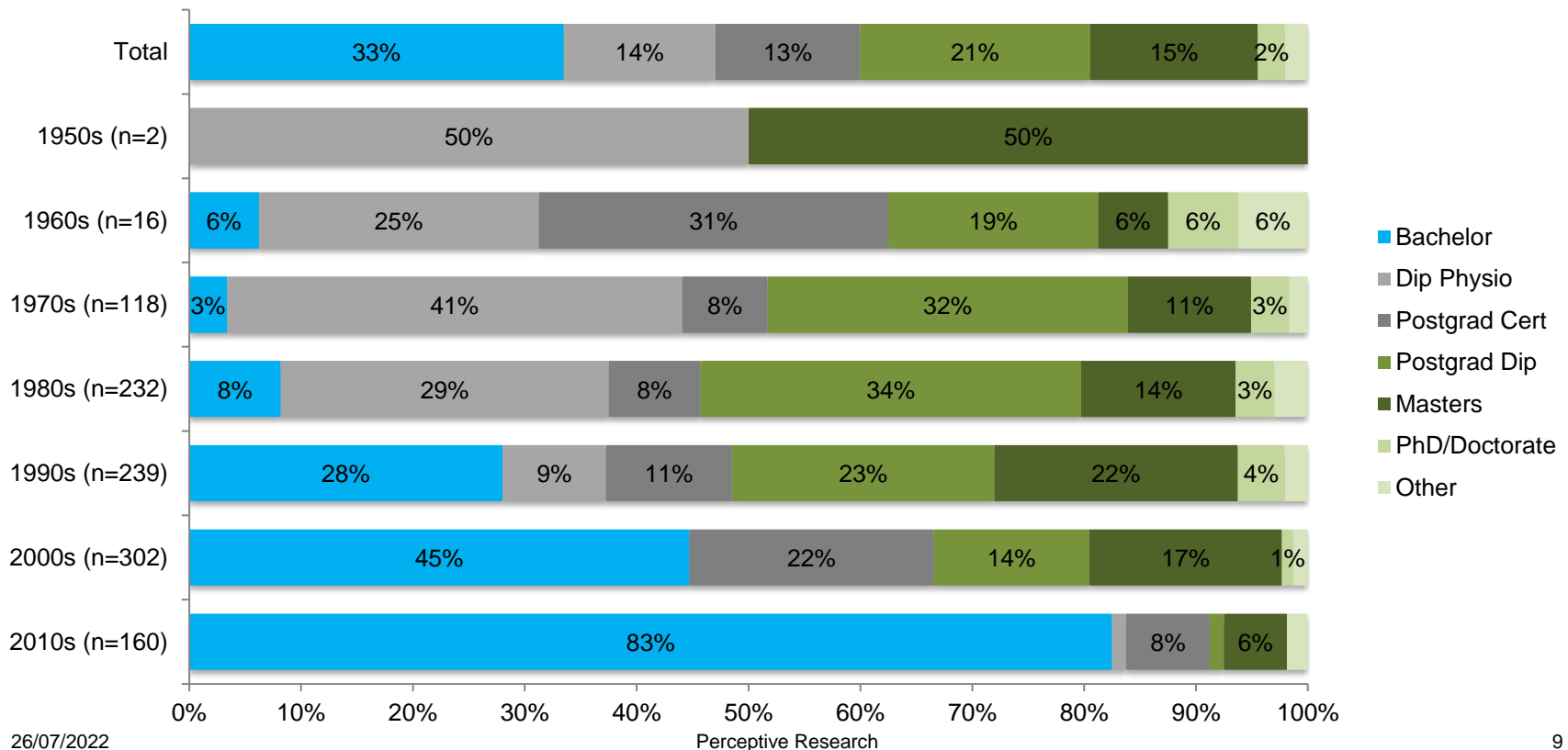




HIGHEST LEVEL OF QUALIFICATION

A third have got a Bachelor degree, almost a quarter have a Postgraduate Diploma (21%), and less than 20% hold any of the other qualifications. Some differences can be seen by when respondents completed their undergraduate qualification, mainly that pre 1990s, a Diploma in Physiotherapy was more popular, whereas from the 1990s, increasing numbers have completed a Bachelor Degree.

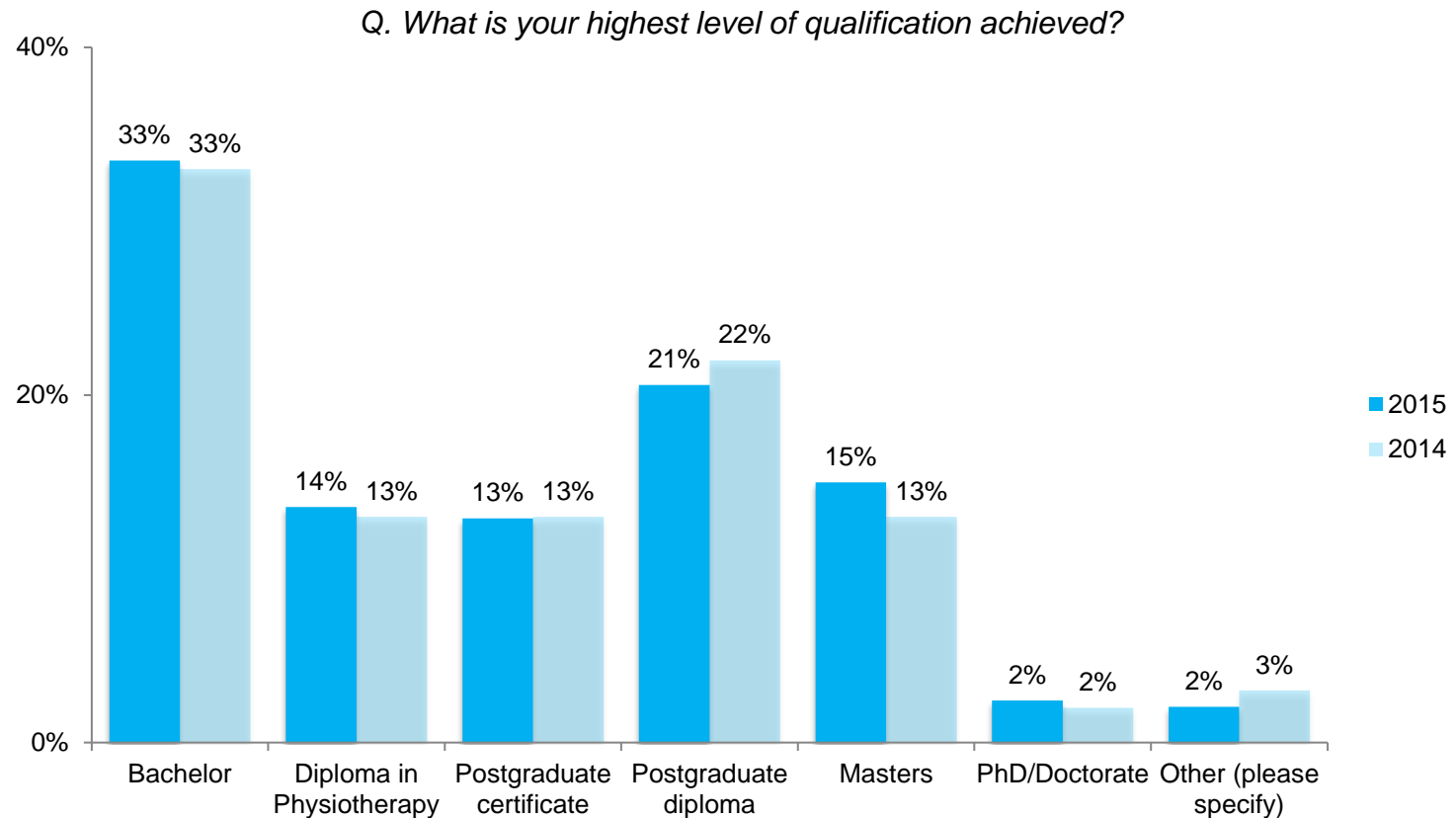
Q. What is your highest level of qualification achieved?





HIGHEST LEVEL OF QUALIFICATION

Results are almost identical to 2014.

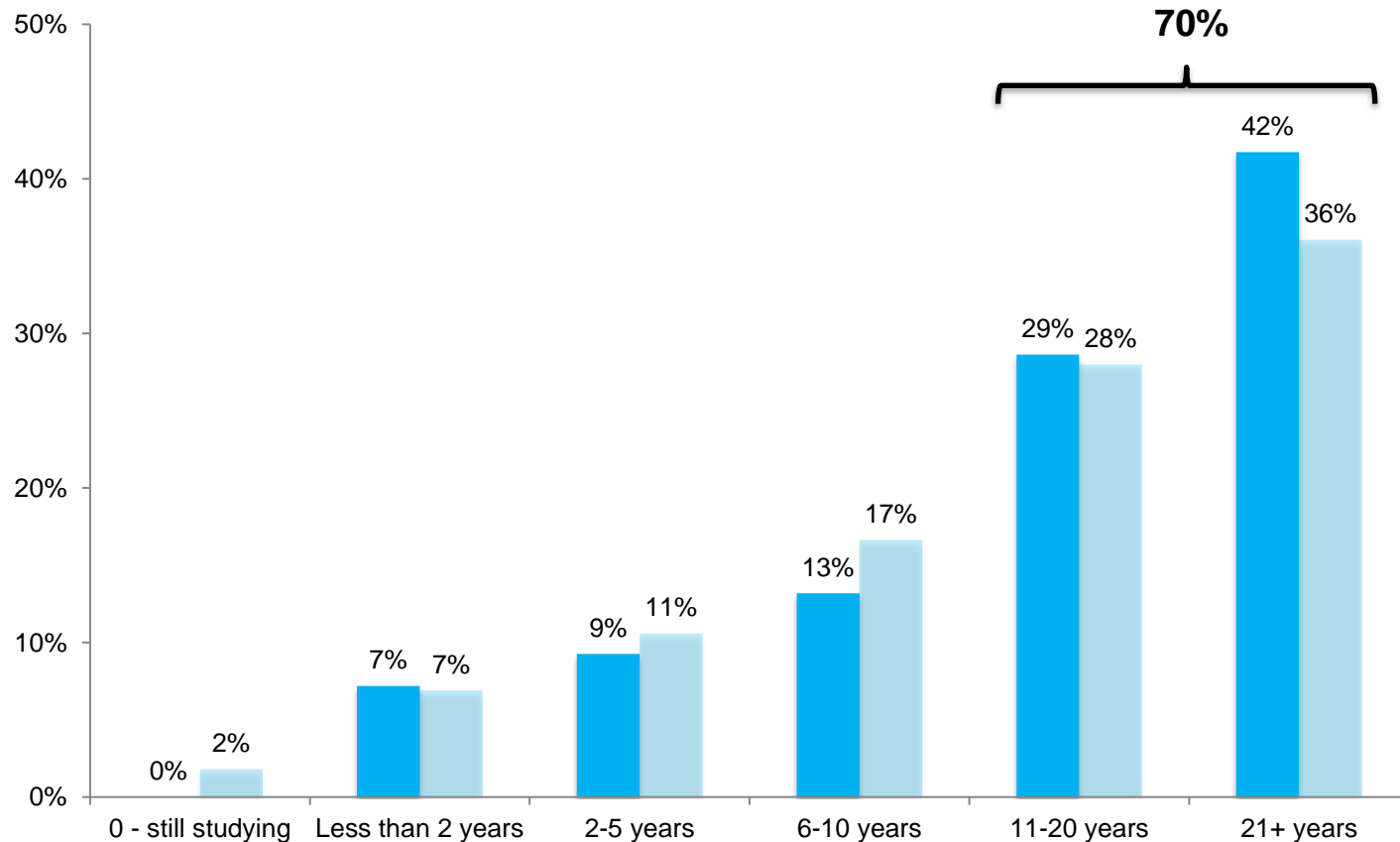




YEARS EXPERIENCE

More than two-thirds responding to the survey have more than 10 years experience (70%, up from 64% in 2014), two in five of these having 21 or more years experience (42%).

Q. How many years experience since you first graduated do you have?



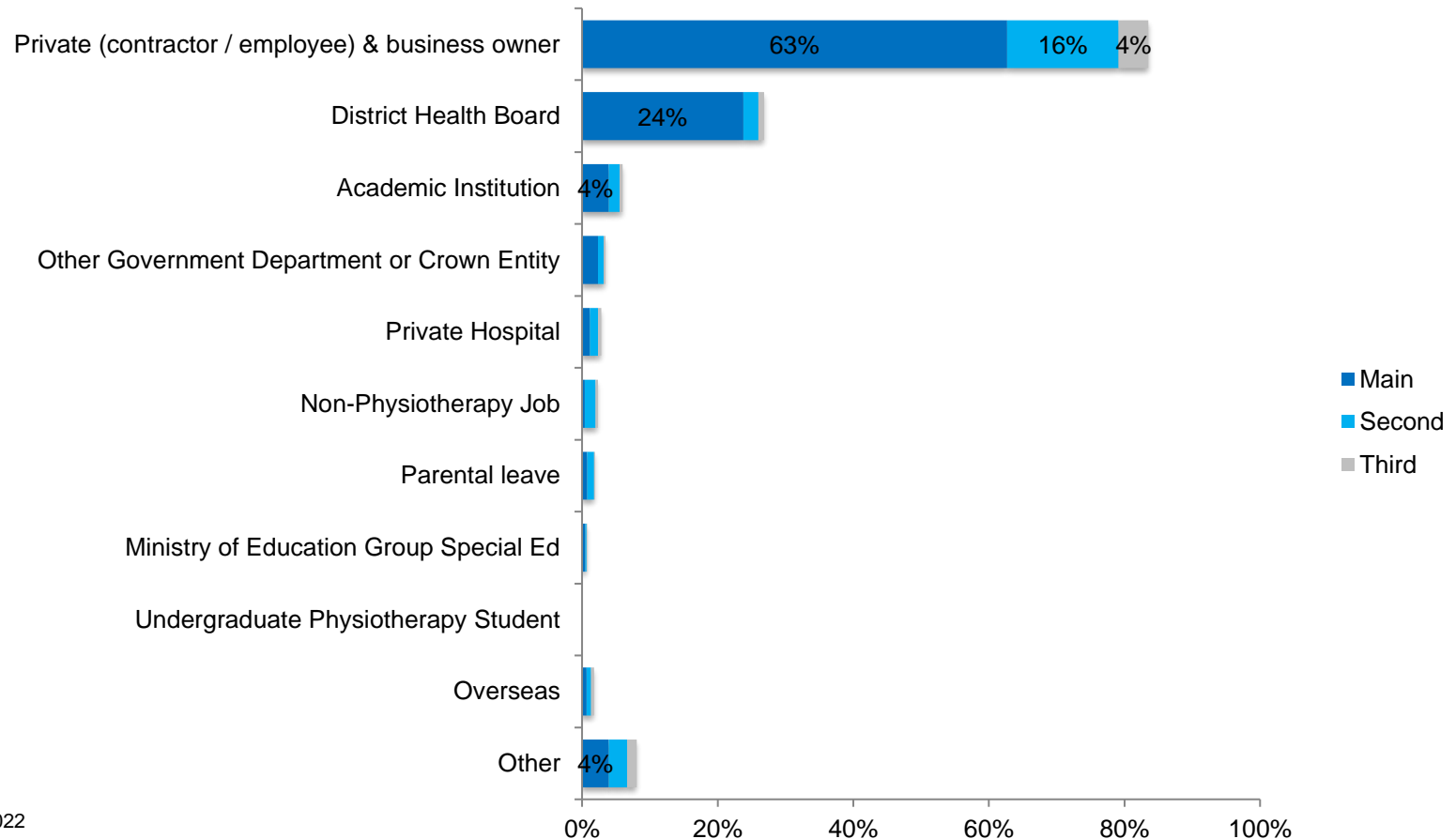
EMPLOYMENT



EMPLOYER

Almost two thirds indicated that their main employer is a private practice or business owner (63%). A quarter are employed by a District Health Board (24%). These results are almost identical to 2014 (64% and 22% respectively).

Q. Please select your main, secondary and third employer

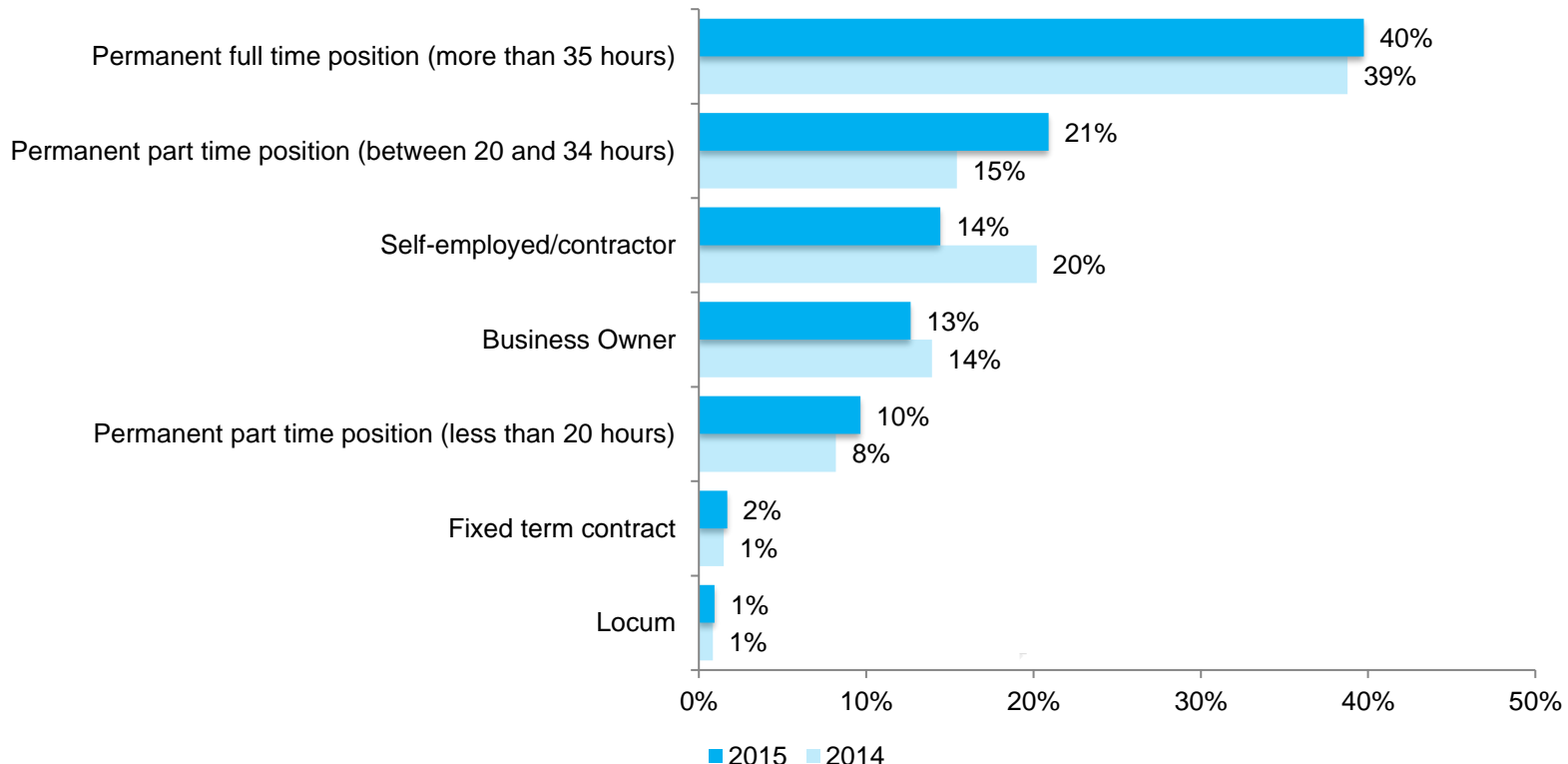




CURRENT PRINCIPAL EMPLOYMENT

Two out of five respondents are in a permanent full time position (40%), almost a quarter permanent part time (21%), and similar proportions self-employed/contractor or business owner (14% and 13% respectively). Compared to 2014, there has been an increase in those in permanent part time positions, and decrease in self-employed/contractors.

Q. Which describes your current principal employment?

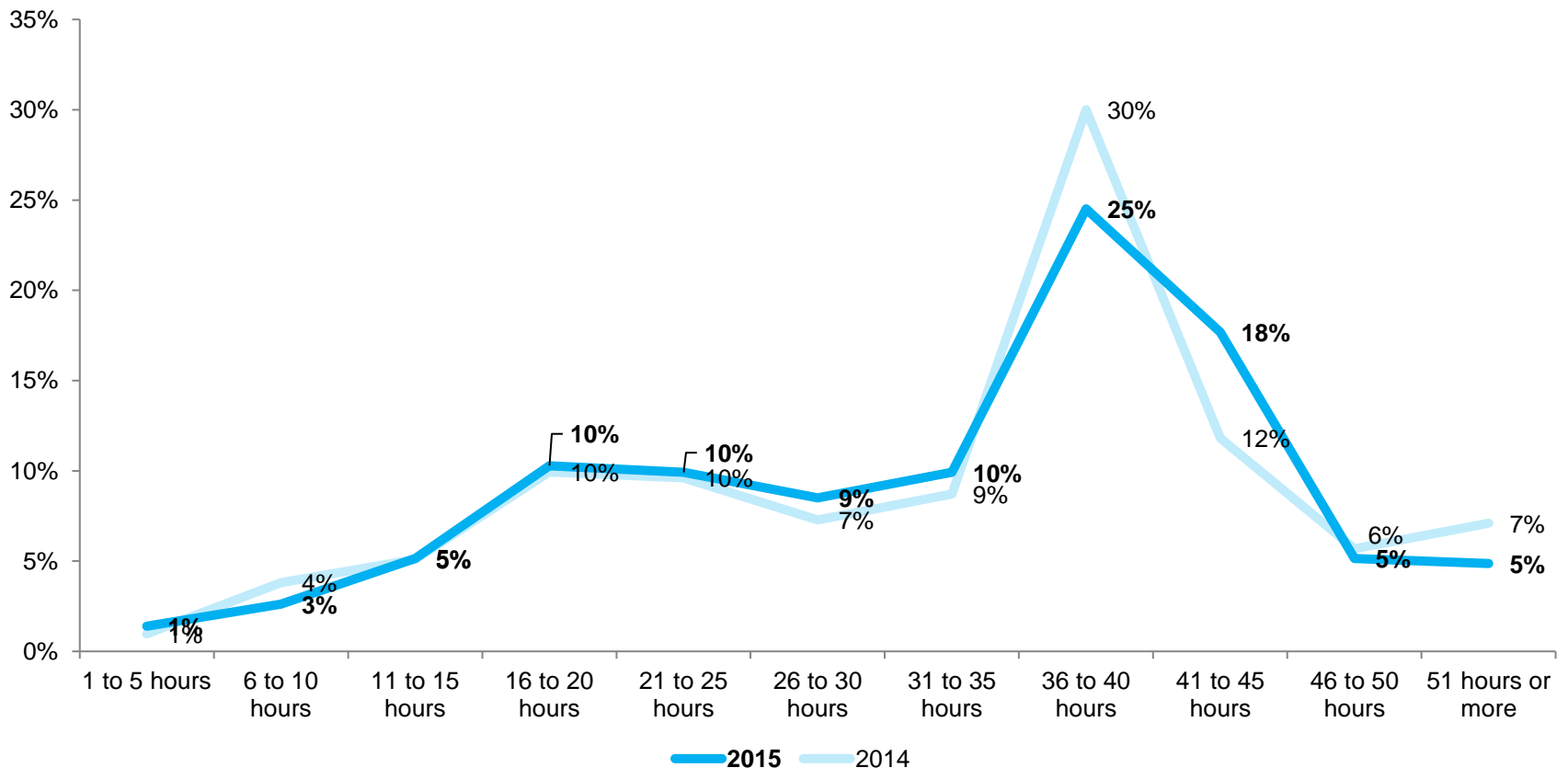




AVERAGE WEEKLY WORK HOURS

More than half are working 36 or more hours a week (52%). The main change from 2014, is less are working between 36 to 40 hours (25% compared to 30%), and more are working 41 to 45 hours (18% compared to 12%).

Q. What are your average weekly work hours?

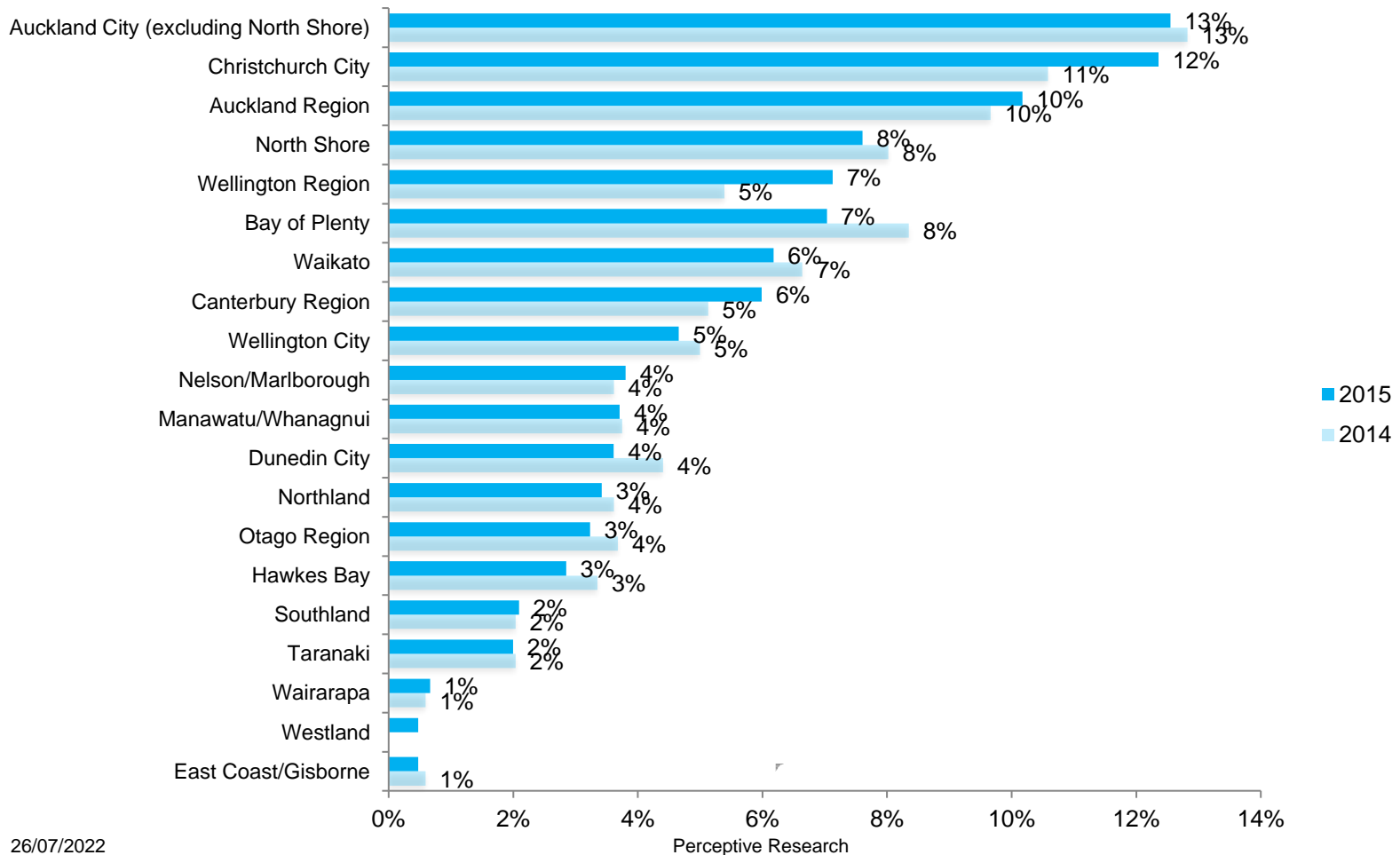




LOCATION

The sample is spread throughout the country, similar results for 2015 as for 2014.

Q. Please indicate the location you are currently working in?

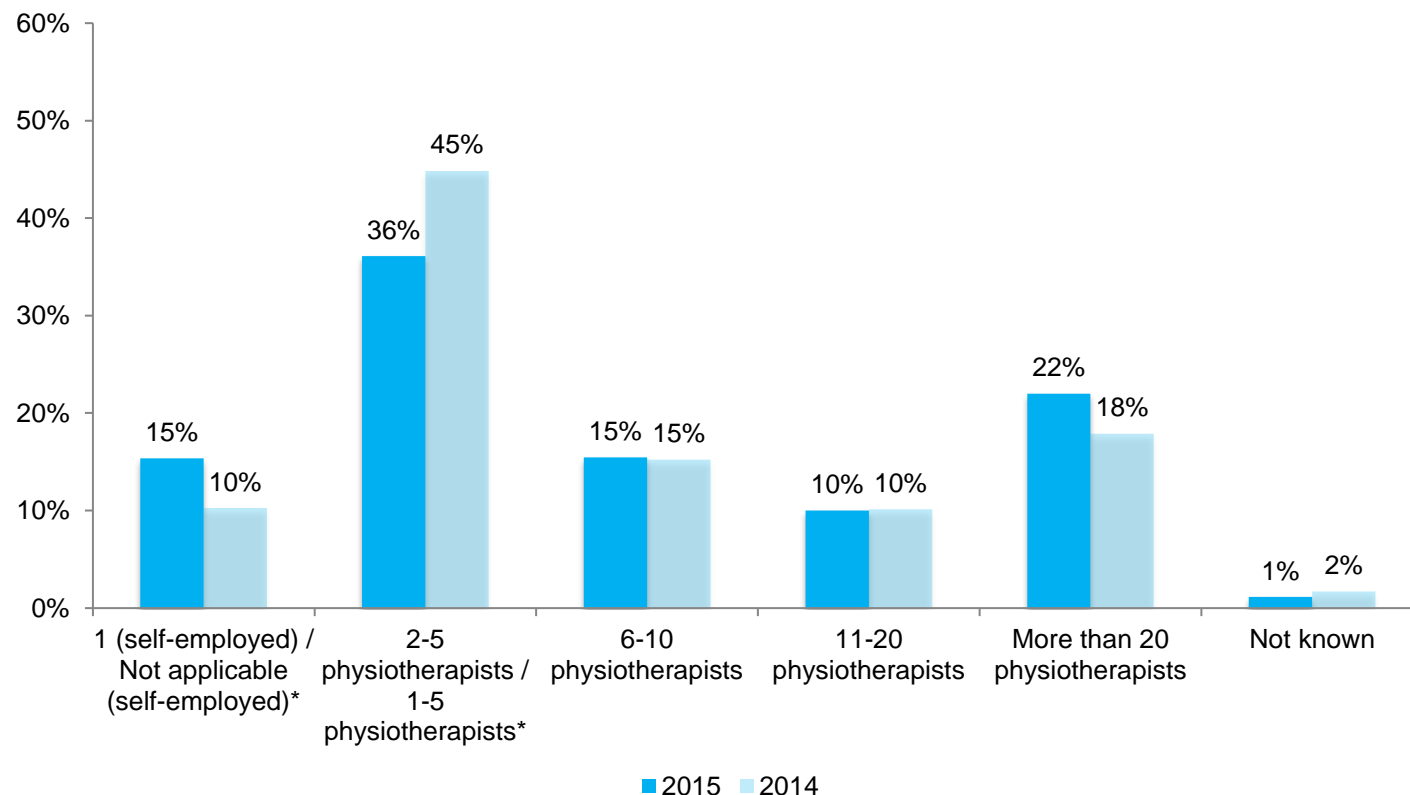




NUMBER OF PHYSIOTHERAPISTS

Slightly more than a third have between 2-5 physiotherapists working there (36%), with almost a quarter having more than 20 (22%), this is up slightly from 18% in 2014.

Q. What is the approximate total number of physiotherapists working in your practice/ organisation?



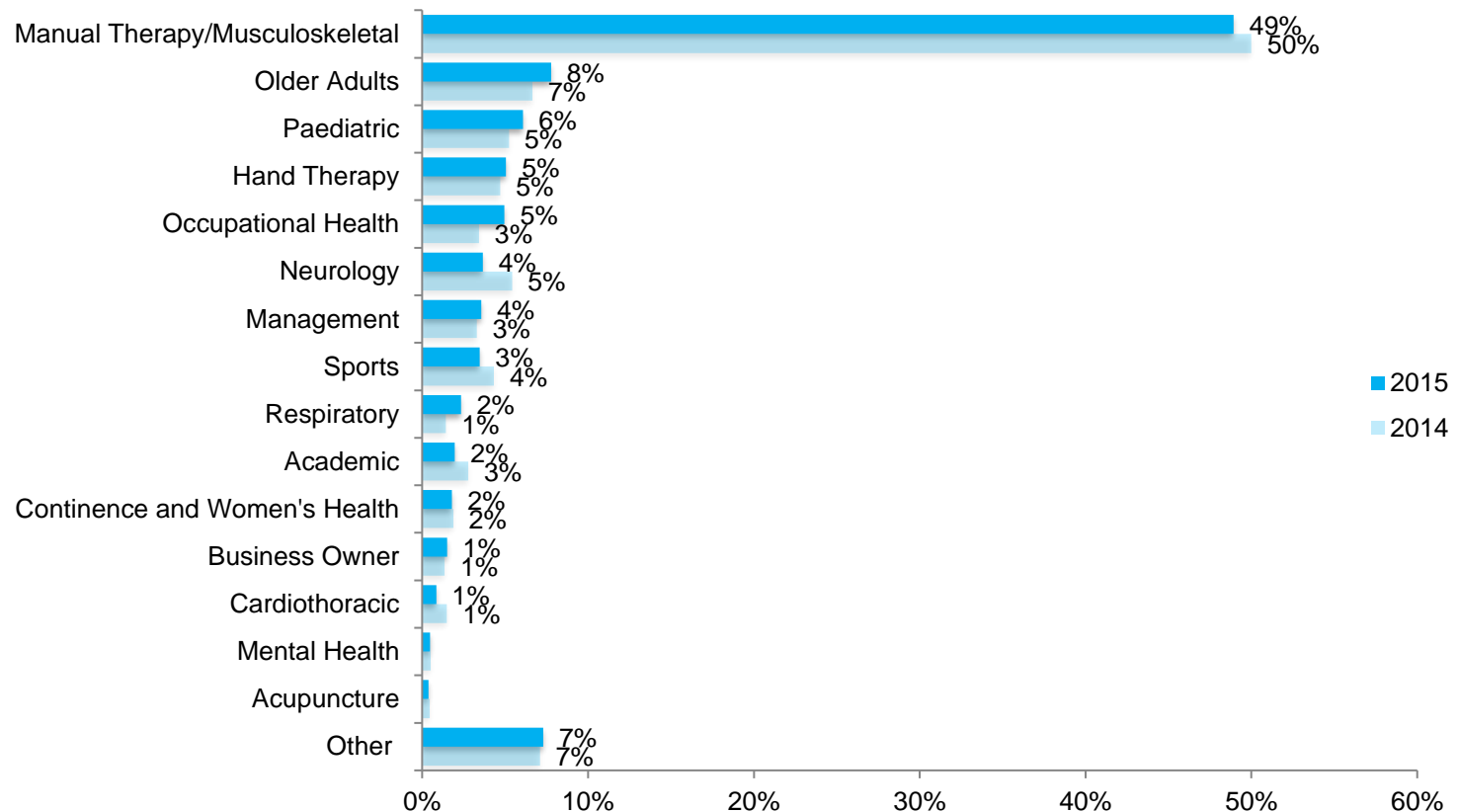
NB. In 2014, the first 2 categories were worded slightly differently as shown, separated by the back slash.



MAIN AREA OF WORK

Half work in manual therapy/ musculoskeletal (49%), with less than 10% in each of the other work areas. Results have remained fairly similar from 2014.

Q. Please indicate your main area of work. If you hold multiple roles please indicate your primary role

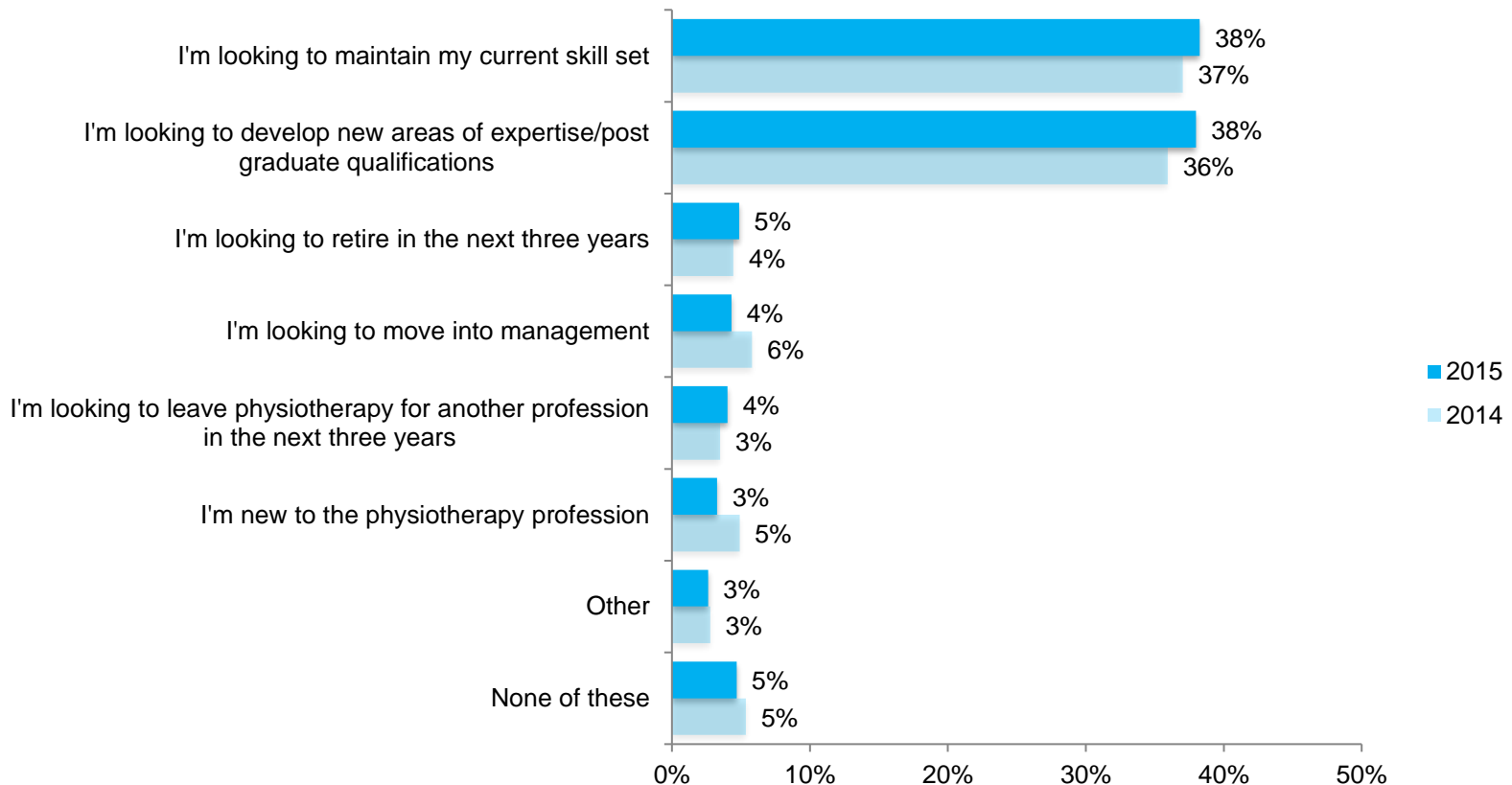




DESCRIPTION / STATUS

Almost two out of five are looking to maintain their current skill set, or are looking to develop new areas of expertise or post-graduate qualifications (38% each). Less than 10% were represented in each of the other areas, with results consistent with 2014 figures.

Q. Which of the following best describes you?

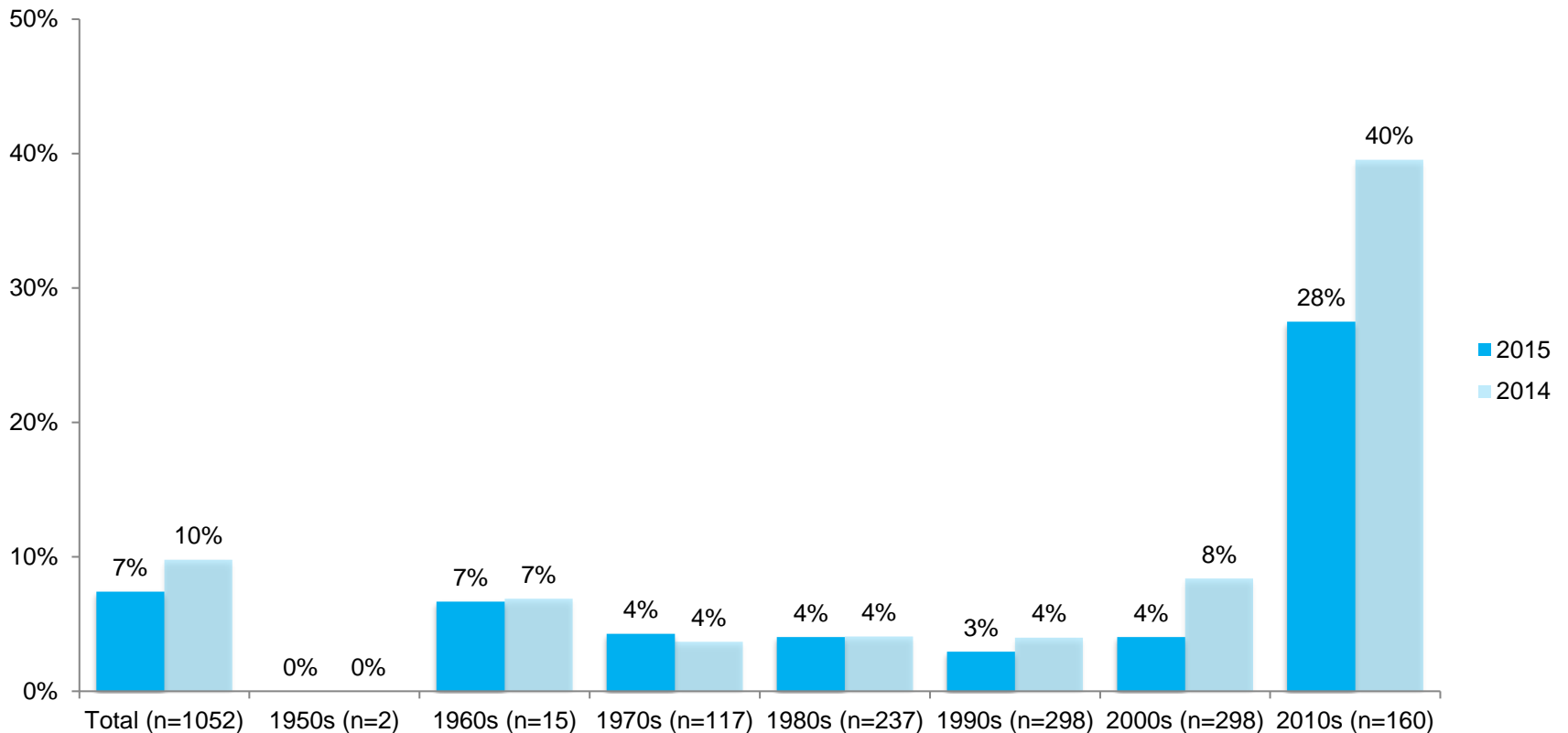




PLANS TO WORK OVERSEAS

Less than 10% intend to work overseas in the next one to two years (7%), less than 2014 (10%). When looking at the results by when undergraduate qualifications were complete, a much higher proportion of those having completed in the 2010s intend to work overseas (28%), however, this is down 12% from the 2014 results

Q. Are you planning on working overseas in the next one to two years?

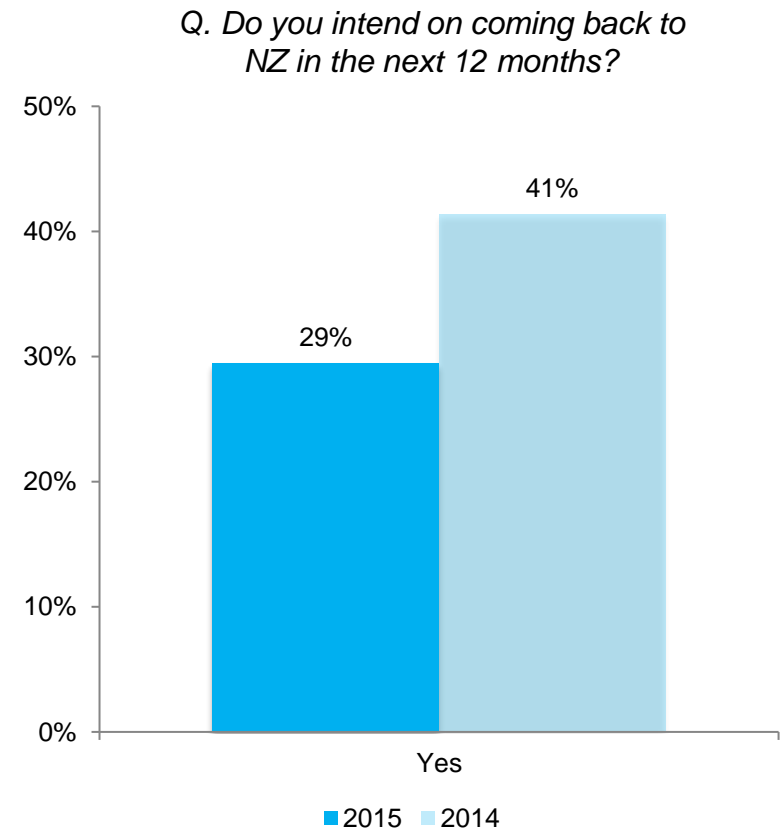
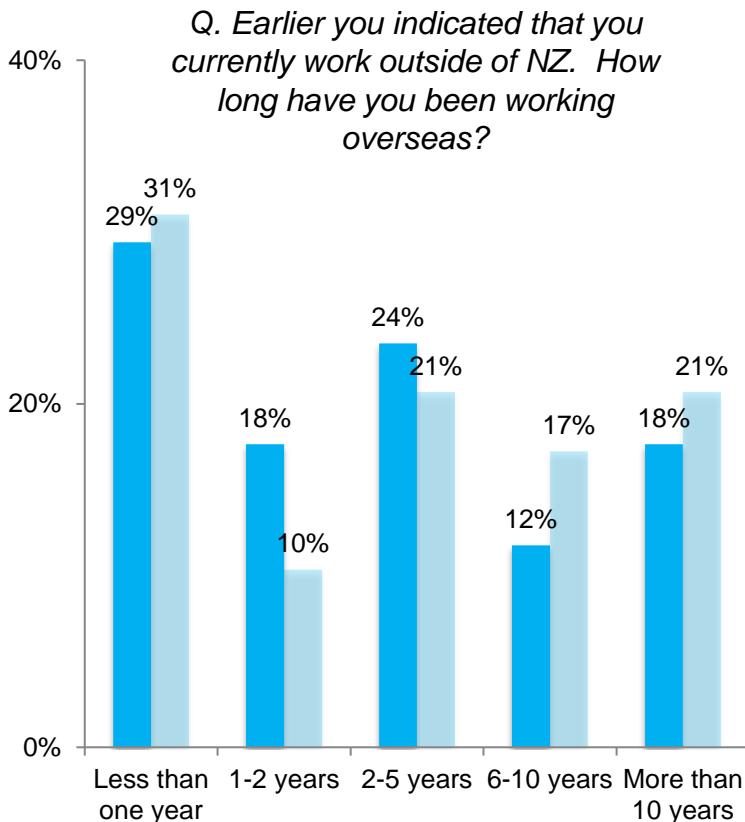




WORKING OVERSEAS

A small proportion of respondents are currently working overseas (2%), of these almost a third have been overseas for less than a year (29%).

Of this sample overseas, 29% indicated they will come back to New Zealand in the next 12 months, fewer than in 2014 (41%).



REMUNERATION

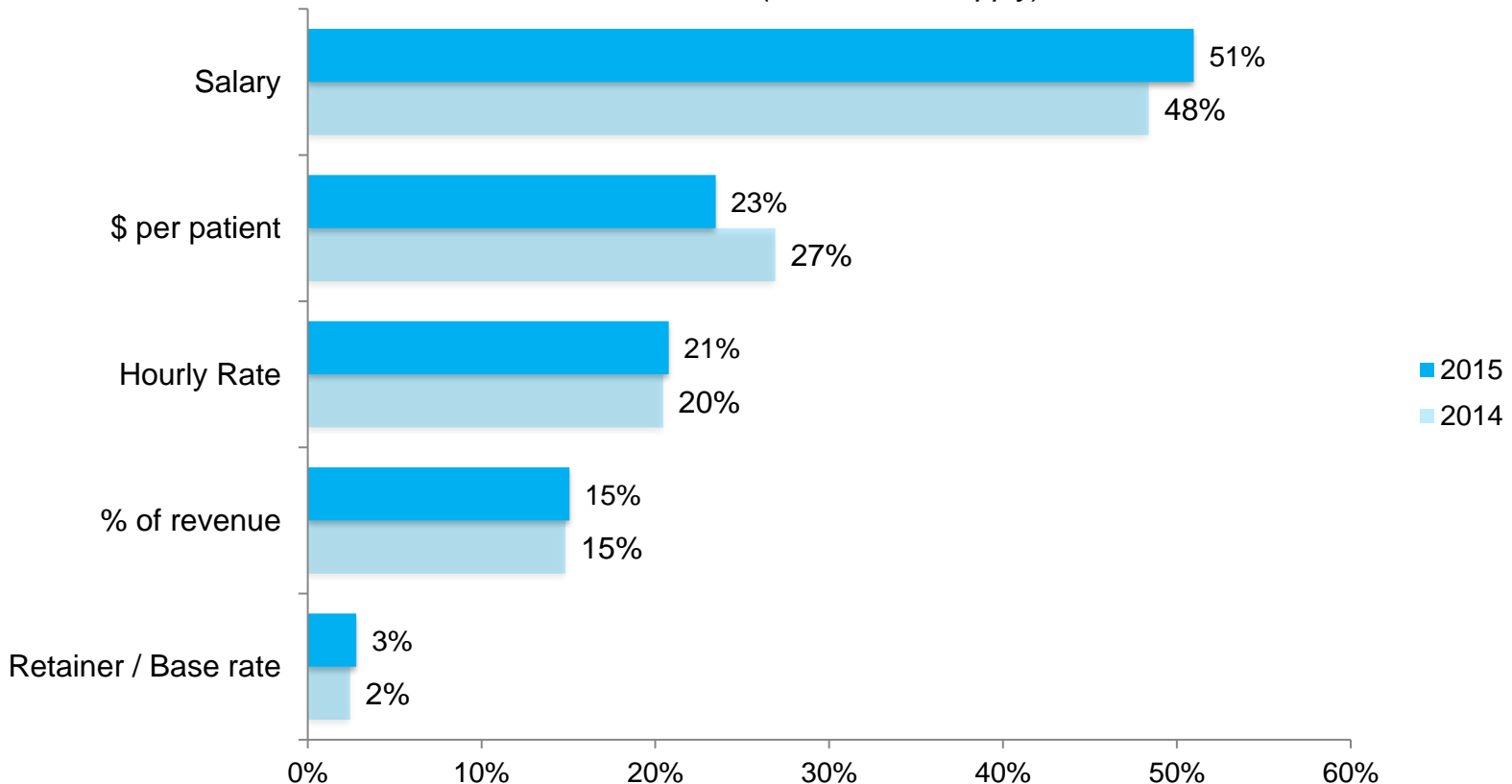


GROSS EARNINGS

Half of all respondents earn a salary, up slightly from 48% in 2014. Less than a quarter are earning dollars per patient (23%), which is down from 2014 (27%).

*Please note: Respondents may have **said** they earn a salary but it may be specified as a retainer in their contract.*

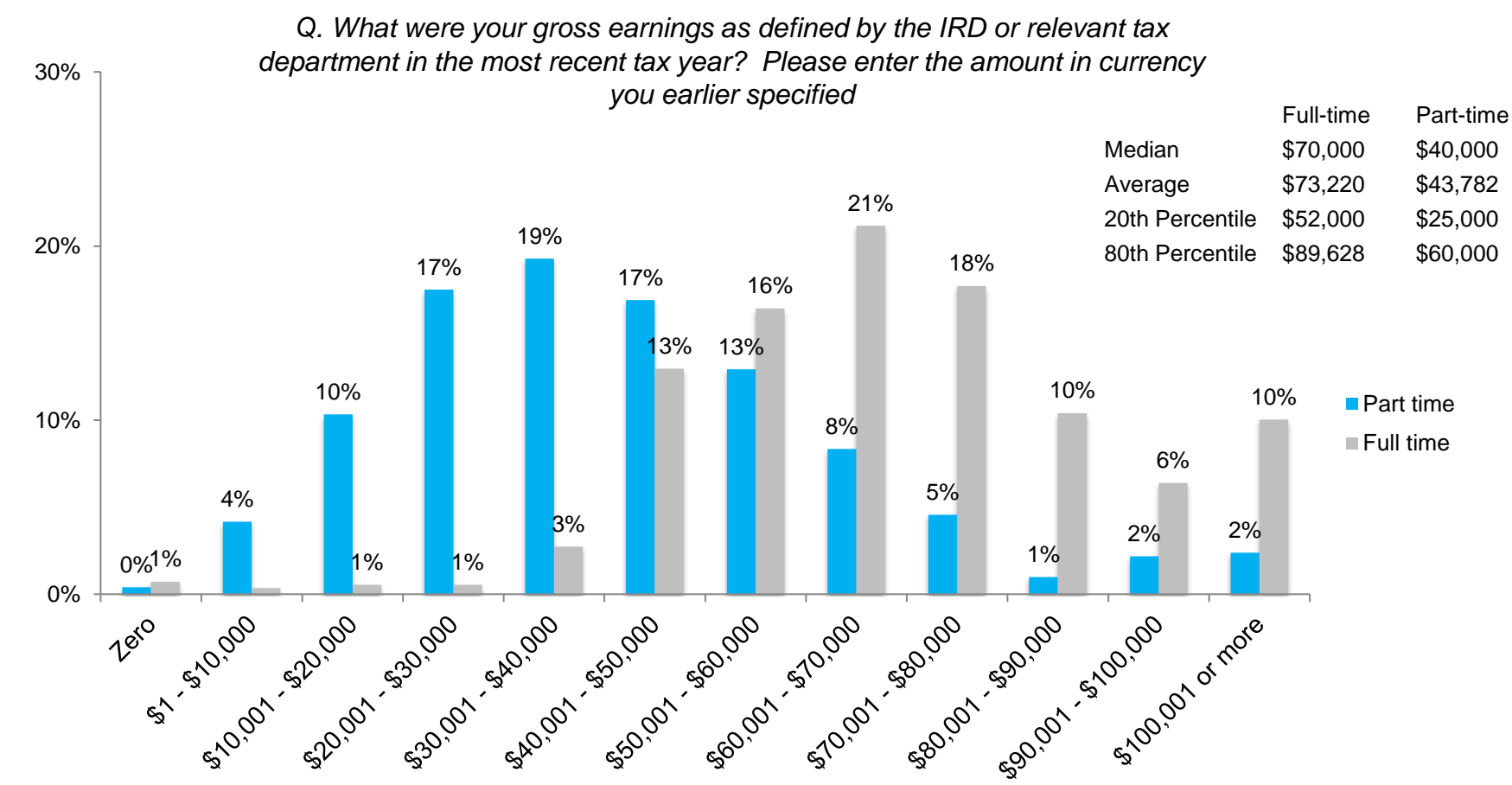
Q. Please select how your gross earnings for the most recent tax year were determined (select all that apply)





GROSS EARNINGS OF FULL TIME VS PART TIME

The figure below shows a more “truer” representation of earnings by whether respondents work full time (35 hours or more per week) or part time (less than 35).

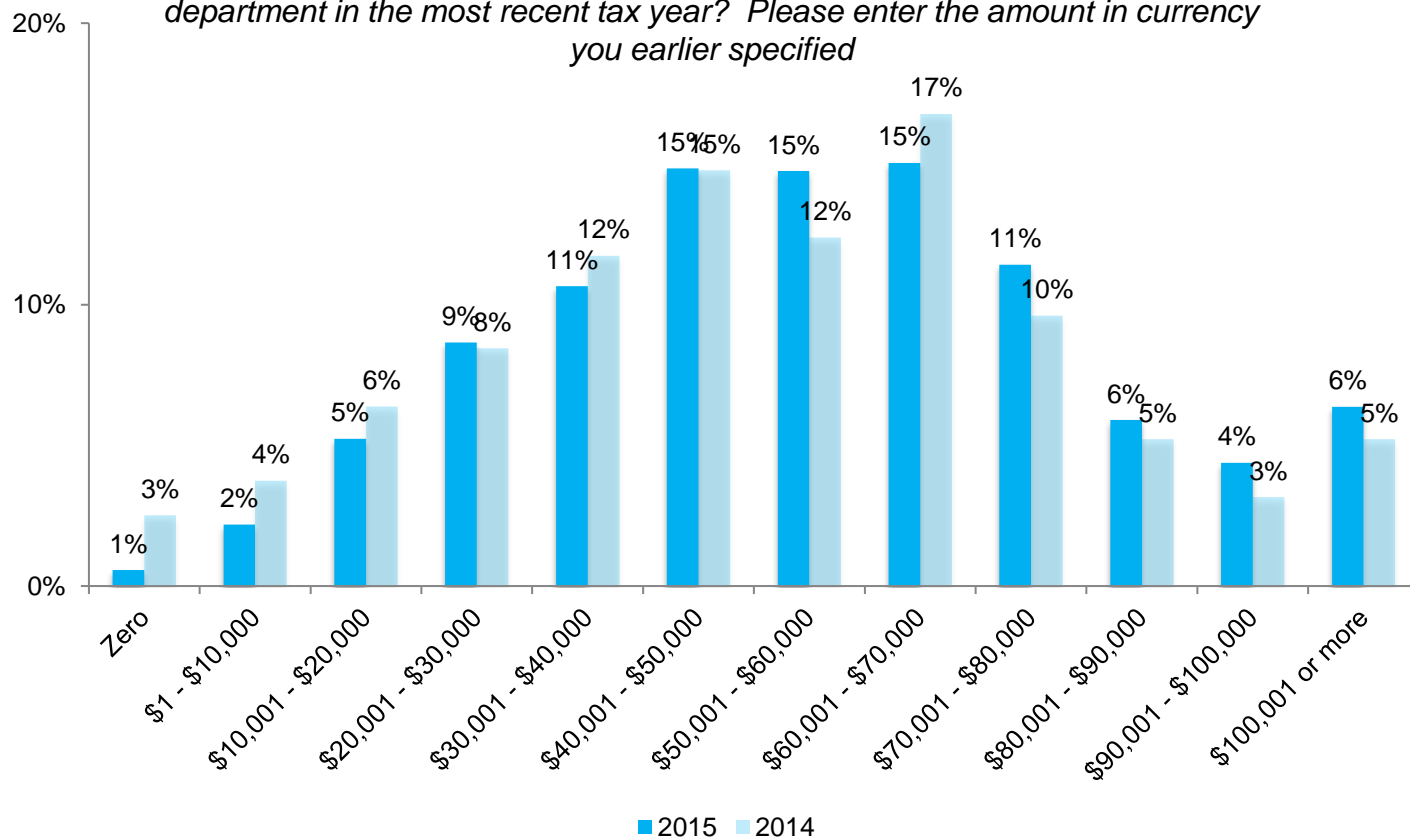




GROSS EARNINGS

Gross earnings is spread across all income brackets, with higher proportions earning around the \$40,000 to \$70,000 brackets. Results are similar to 2014, slight increase in those earning between \$50,001 - \$60,000, and decrease in \$60,001 - \$70,000. (NB. Gross earnings does not account for number of hours worked).

Q. What were your gross earnings as defined by the IRD or relevant tax department in the most recent tax year? Please enter the amount in currency you earlier specified

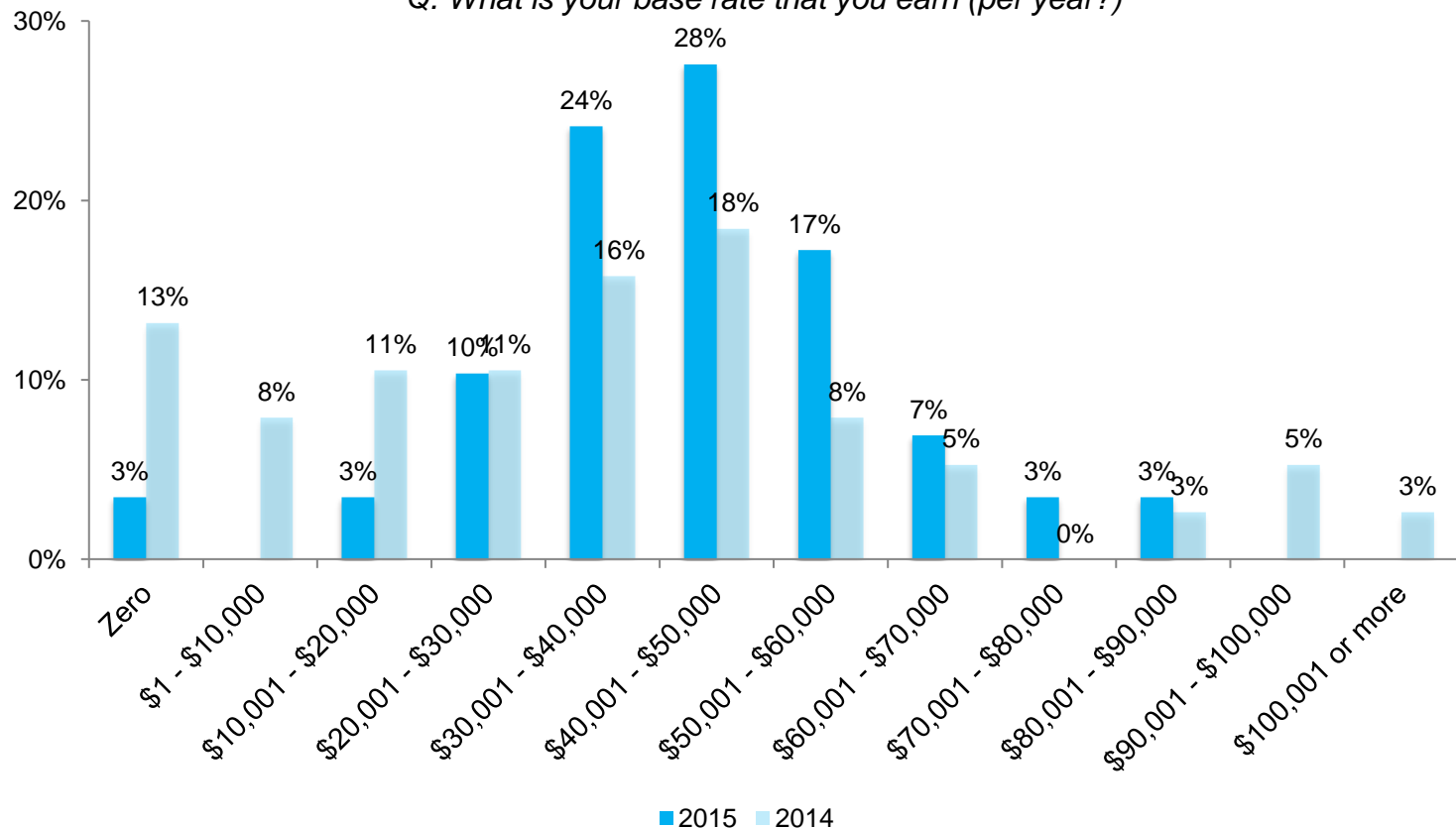




BASE RATE

Thirty respondents indicate their earnings are determined on a retainer / base rate. For almost a third of respondents, their base rate is calculated per week (30%), followed by 27% per year, and 23% per hour. Earnings are spread as shown in the graph, differences from 2014 are likely due to small sample sizes, making the data more variable.

Q. What is your base rate that you earn (per year?)

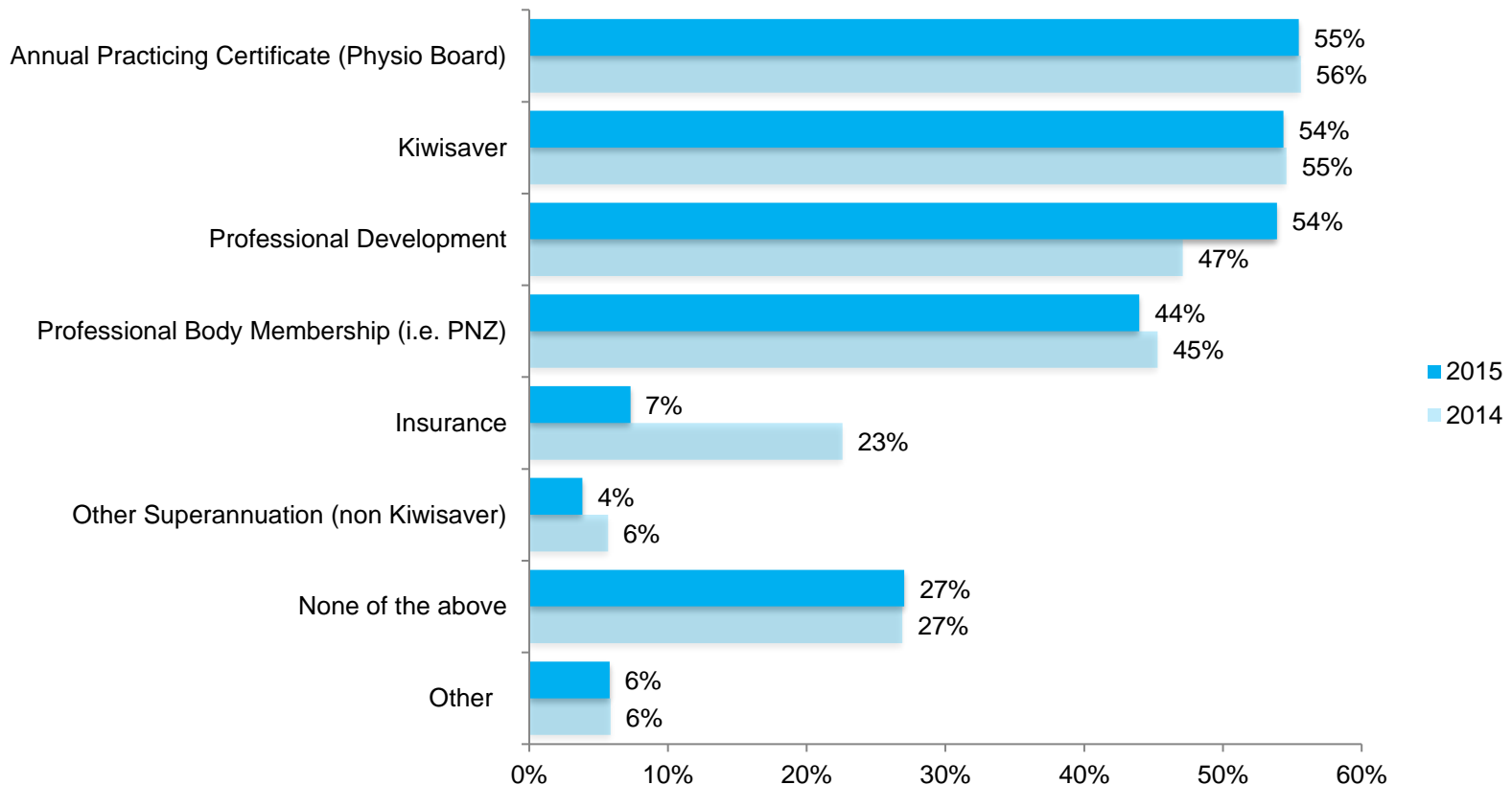




ADDITIONAL BENEFITS

More than half of respondents receive their Annual Practicing Certificate, Kiwisaver and Professional Development as additional benefits (55%, 54% and 54% respectively). Proportion receiving professional development has increased from 47% in 2014. Much fewer now receive insurance (7% compared to 23% 2014). A quarter do not receive any benefits (27%).

Q. Please indicate which additional benefits you are entitled to (Select all that apply)

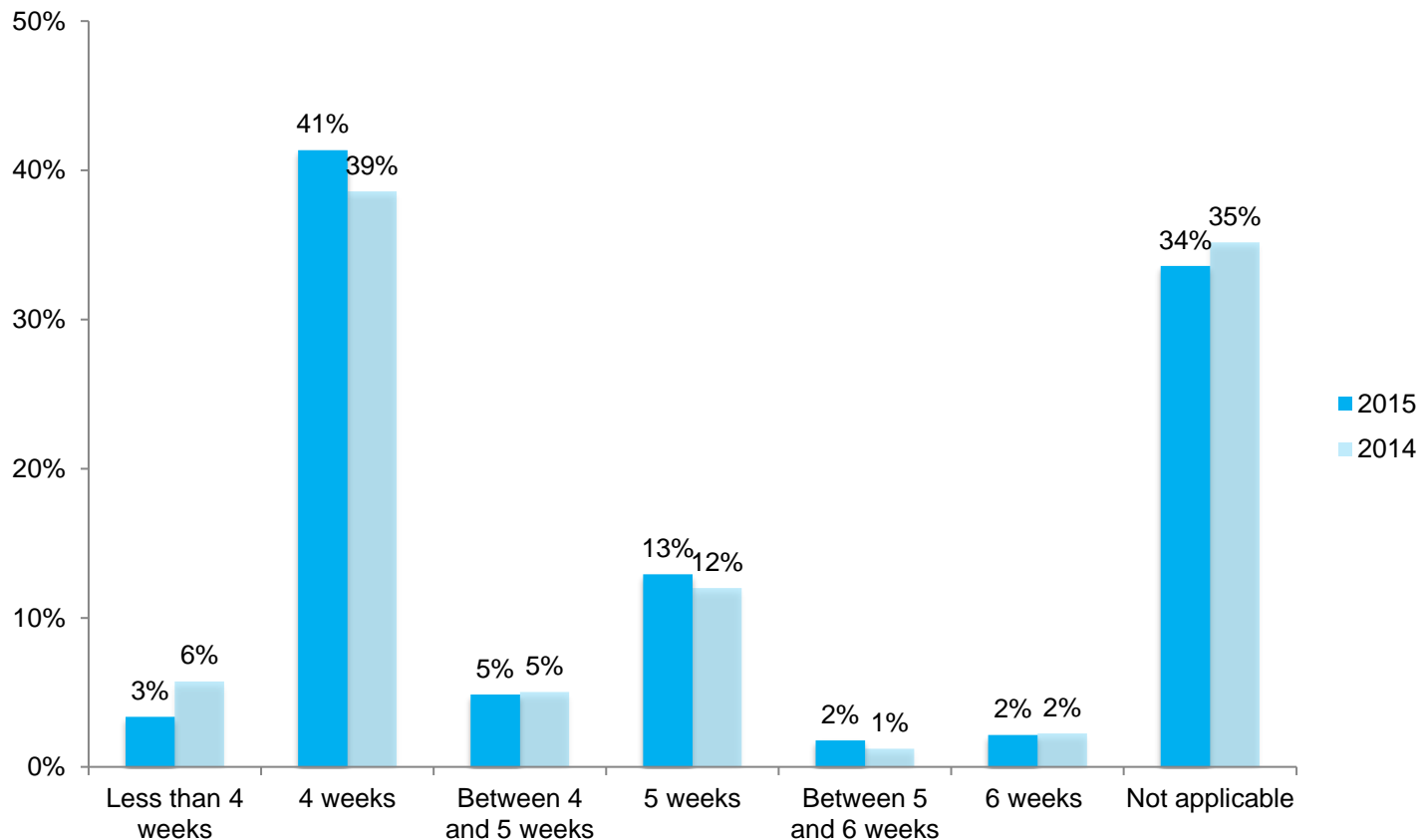




ANNUAL LEAVE ENTITLEMENT

Most respondents receive the standard 4 weeks annual leave (41%), with a third indicating this is not applicable to them (34%).

Q. Please indicate how many weeks of annual leave you are entitled to

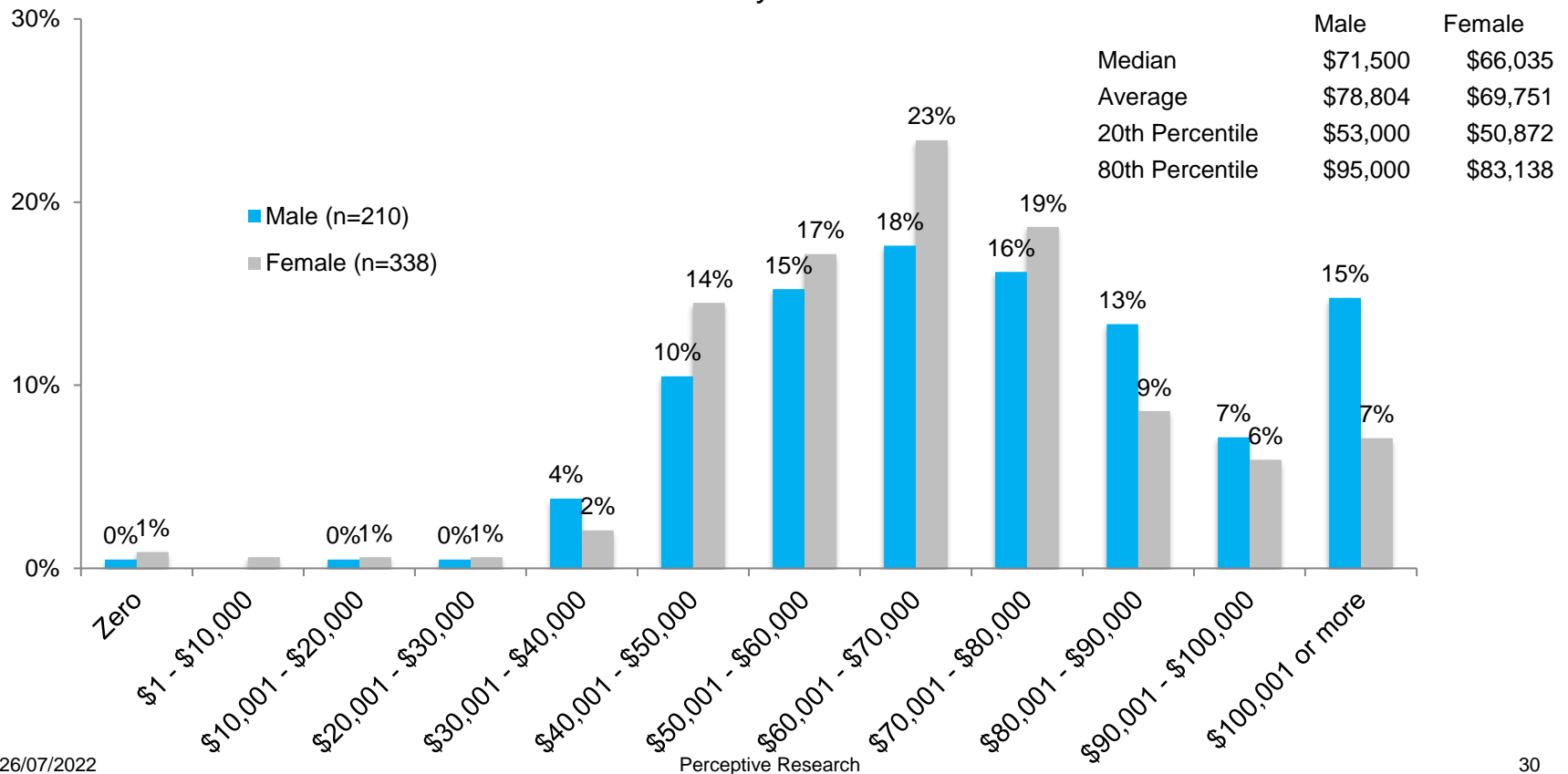


REMUNERATION – FURTHER ANALYSIS

GROSS EARNINGS BY GENDER (FULL TIME)

From \$40,001 to \$80,000 higher proportions of females are earning in each of these salary ranges compared to males. More males are earning from \$80,001 than females.

Q. What were your gross earnings as defined by the IRD or relevant tax department in the most recent tax year?





GROSS EARNINGS BY GENDER (FULL/PART TIME)

	Male Full Time (n=210)	Male Part Time (n=43)	Female Full Time (n=338)	Female Part Time (n=460)
Zero	0.5%		1%	0.4%
\$1 - \$10,000			1%	5%
\$10,001 - \$20,000	0.5%	5%	1%	11%
\$20,001 - \$30,000	0.5%	21%	1%	17%
\$30,001 - \$40,000	4%	14%	2%	20%
\$40,001 - \$50,000	10%	19%	14%	17%
\$50,001 - \$60,000	15%	16%	17%	13%
\$60,001 - \$70,000	18%	5%	23%	9%
\$70,001 - \$80,000	16%	7%	19%	4%
\$80,001 - \$90,000	13%	2%	9%	1%
\$90,001 - \$100,000	7%	5%	6%	2%
\$100,001 or more	15%	7%	7%	2%
Median	\$71,500	\$48,000	\$66,035	\$40,000
Average	\$78,804	\$54,598	\$69,751	\$42,771
20th Percentile	\$53,000	\$30,000	\$50,872	\$24,000
80th Percentile	\$95,000	\$71,336	\$83,138	\$59,598



GROSS EARNINGS BY YEARS EXPERIENCE

	Less than 2 years (n=63)	2-5 years (n=82)	6-10 years (n=85)	11-20 years (n=132)	21+ years (n=186)
Zero	3%	0%	0%	1%	1%
\$1 - \$10,000	0%	0%	1%	0%	1%
\$10,001 - \$20,000	3%	0%	0%	0%	1%
\$20,001 - \$30,000	2%	0%	2%	0%	0%
\$30,001 - \$40,000	10%	5%	4%	1%	1%
\$40,001 - \$50,000	51%	21%	8%	5%	4%
\$50,001 - \$60,000	24%	48%	15%	8%	7%
\$60,001 - \$70,000	5%	20%	42%	17%	20%
\$70,001 - \$80,000	3%	4%	18%	25%	24%
\$80,001 - \$90,000	0%	2%	7%	19%	13%
\$90,001 - \$100,000	0%	0%	2%	11%	10%
\$100,001 or more	0%	1%	0%	14%	19%
Median	\$48,000	\$55,000	\$65,000	\$79,607	\$79,000
Average	\$46,961	\$56,765	\$64,557	\$82,077	\$87,042
20 th Percentile	\$43,000	\$50,000	\$56,651	\$65,200	\$65,000
80 th Percentile	\$51,840	\$63,173	\$75,000	\$95,000	\$100,000



GROSS EARNINGS BY QUALIFICATION

	Bachelor (n=217)	Dip Physio (n=38)	Postgrad Cert (n=61)	Postgrad Dip (n=112)	Masters (n=88)	PhD/Docto rate (n=16)	Other (n=16)
Zero	1%	0%	0%	1%	1%	0%	0%
\$1 - \$10,000	0%	0%	0%	1%	0%	0%	0%
\$10,001 - \$20,000	1%	0%	0%	0%	1%	0%	0%
\$20,001 - \$30,000	1%	0%	0%	0%	0%	0%	0%
\$30,001 - \$40,000	6%	0%	0%	0%	1%	0%	6%
\$40,001 - \$50,000	25%	3%	13%	3%	2%	0%	19%
\$50,001 - \$60,000	27%	13%	13%	9%	8%	0%	6%
\$60,001 - \$70,000	17%	34%	36%	26%	11%	6%	31%
\$70,001 - \$80,000	12%	29%	13%	21%	25%	13%	25%
\$80,001 - \$90,000	6%	8%	13%	14%	16%	13%	6%
\$90,001 - \$100,000	2%	8%	2%	12%	13%	13%	6%
\$100,001 or more	2%	5%	10%	13%	22%	56%	0%
Median	\$55,000	\$70,500	\$68,962	\$75,000	\$80,500	\$111,000	\$70,000
Average	\$59,388	\$75,908	\$75,831	\$81,253	\$87,315	\$119,049	\$64,906
20 th Percentile	\$47,200	\$62,514	\$58,000	\$65,000	\$70,000	\$86,000	\$50,000
80 th Percentile	\$71,800	\$83,000	\$83,000	\$95,000	\$103,800	\$137,986	\$72,000



GROSS EARNINGS BY LOCATION

	Northland (n=14)	North Shore (n=35)	Auckland City (exc North Shore) (n=70)	Auckland Region (n=55)	Waikato (n=30)	Bay of Plenty (n=41)	Taranaki / Manawatu / Whanganui (n=35)	East Coast / Gisborne / Hawke's Bay (n=16)
Zero	0%	3%	0%	0%	0%	0%	6%	0%
\$1 - \$10,000	0%	3%	0%	2%	0%	0%	0%	0%
\$10,001 - \$20,000	0%	3%	0%	0%	0%	0%	0%	0%
\$20,001 - \$30,000	0%	0%	0%	2%	0%	0%	0%	0%
\$30,001 - \$40,000	7%	3%	1%	4%	10%	2%	0%	0%
\$40,001 - \$50,000	21%	14%	10%	16%	20%	7%	23%	0%
\$50,001 - \$60,000	21%	9%	19%	20%	7%	20%	23%	25%
\$60,001 - \$70,000	21%	14%	16%	22%	23%	22%	9%	31%
\$70,001 - \$80,000	0%	23%	21%	15%	17%	27%	17%	13%
\$80,001 - \$90,000	14%	6%	9%	9%	10%	10%	11%	19%
\$90,001 - \$100,000	14%	9%	7%	7%	3%	5%	6%	0%
\$100,001 or more	0%	14%	17%	4%	10%	7%	6%	13%
Median	\$61,000	\$71,000	\$72,000	\$65,000	\$68,120	\$70,000	\$60,000	\$70,000
Average	\$65,679	\$70,817	\$82,457	\$67,125	\$69,532	\$74,632	\$63,372	\$76,771
20 th Percentile	\$48,000	\$48,000	\$58,000	\$50,000	\$49,600	\$55,000	\$47,800	\$60,000
80 th Percentile	\$85,200	\$93,530	\$96,800	\$80,200	\$83,800	\$85,000	\$82,000	\$84,000

GROSS EARNINGS BY LOCATION (CONT.)

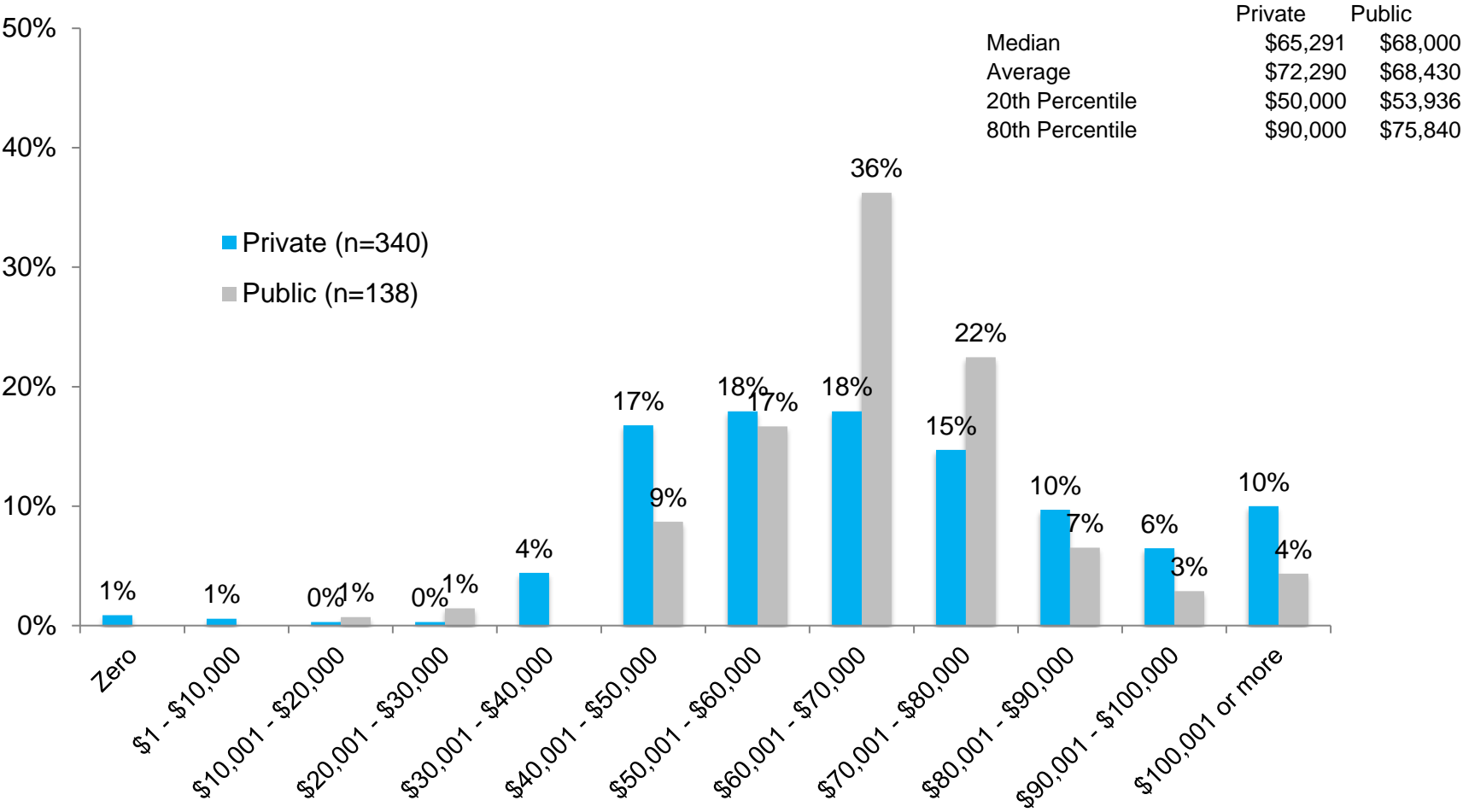
	Wellington City (n=32)	Wellington Region / Wairarapa (n=50)	Nelson / Marlborough (n=13)	Christchurch City (n=67)	Canterbury Region / Westland (n=30)	Dunedin City (n=20)	Otago Region (n=18)	Southland (n=13)
Zero	0%	0%	0%	1%	0%	0%	0%	0%
\$1 - \$10,000	0%	0%	0%	0%	0%	0%	0%	0%
\$10,001 - \$20,000	0%	2%	0%	0%	0%	0%	6%	0%
\$20,001 - \$30,000	0%	0%	0%	1%	3%	0%	0%	0%
\$30,001 - \$40,000	0%	2%	0%	3%	3%	5%	0%	0%
\$40,001 - \$50,000	16%	14%	8%	10%	10%	10%	17%	15%
\$50,001 - \$60,000	22%	14%	8%	12%	20%	10%	22%	15%
\$60,001 - \$70,000	16%	26%	46%	28%	23%	15%	28%	15%
\$70,001 - \$80,000	25%	18%	15%	18%	10%	15%	11%	23%
\$80,001 - \$90,000	9%	14%	15%	10%	13%	10%	11%	0%
\$90,001 - \$100,000	9%	2%	0%	4%	13%	10%	0%	23%
\$100,001 or more	3%	8%	8%	10%	3%	25%	6%	8%
Median	\$70,000	\$69,230	\$66,000	\$70,000	\$69,500	\$80,000	\$62,500	\$72,368
Average	\$69,433	\$71,834	\$72,506	\$74,986	\$70,911	\$80,680	\$64,659	\$75,413
20 th Percentile	\$51,600	\$51,792	\$64,400	\$54,680	\$52,530	\$52,800	\$48,464	\$56,800
80 th Percentile	\$82,584	\$85,220	\$83,000	\$85,800	\$90,000	\$110,000	\$80,000	\$98,800

GROSS EARNINGS BY SECTOR

	Business Owner (n=153)	Academic Institution (n=33)	District Health Board (n=138)	Ministry of Education Group Special Ed (n=1)	Other Government Department or Crown Entity (n=13)	Private Practice Contractor (n=66)	Private Practice Employee (n=121)	Private Hospital (n=3)	Other (n=11)
Zero	1%	3%	0%	0%	0%	0%	2%	0%	0%
\$1 - \$10,000	1%	0%	0%	0%	0%	2%	0%	0%	0%
\$10,001 - \$20,000	0%	0%	1%	0%	8%	0%	1%	0%	0%
\$20,001 - \$30,000	0%	0%	1%	0%	0%	2%	0%	0%	0%
\$30,001 - \$40,000	3%	0%	0%	0%	0%	8%	5%	0%	0%
\$40,001 - \$50,000	9%	0%	9%	0%	0%	21%	24%	0%	0%
\$50,001 - \$60,000	14%	3%	17%	0%	8%	14%	26%	0%	9%
\$60,001 - \$70,000	15%	6%	36%	0%	0%	24%	18%	0%	18%
\$70,001 - \$80,000	14%	30%	22%	0%	0%	17%	15%	100%	27%
\$80,001 - \$90,000	14%	12%	7%	0%	46%	3%	7%	0%	36%
\$90,001 - \$100,000	10%	12%	3%	100%	23%	8%	1%	0%	9%
\$100,001 or more	20%	33%	4%	0%	15%	3%	2%	0%	0%
Median	\$80,000	\$83,000	\$68,000	\$96,000	\$85,000	\$64,750	\$58,000	\$72,000	\$80,000
Average	\$85,676	\$94,551	\$68,430	\$96,000	\$83,048	\$63,432	\$60,197	\$73,667	\$80,063
20 th Percentile	\$58,280	\$75,800	\$53,936	\$96,000	\$81,700	\$48,000	\$48,000	\$71,400	\$70,000
80 th Percentile	\$100,000	\$120,000	\$75,840	\$96,000	\$93,800	\$75,000	\$75,000	\$75,600	\$90,000



GROSS EARNINGS BY PUBLIC VS PRIVATE SECTOR



GROSS EARNINGS BY AREA OF WORK

	Manual Therapy/Musculoskeletal / Private Practice (n=284)	Older Adults (n=33)	Neurology (n=19)	Paediatric (n=19)	Hand Therapy (n=23)	Sports (n=25)	Occupational Health (n=34)
Zero	1%	0%	0%	0%	0%	0%	3%
\$1 - \$10,000	0%	0%	5%	0%	0%	0%	0%
\$10,001 - \$20,000	1%	3%	0%	0%	0%	0%	0%
\$20,001 - \$30,000	1%	3%	0%	0%	0%	0%	0%
\$30,001 - \$40,000	4%	0%	0%	5%	4%	12%	0%
\$40,001 - \$50,000	18%	15%	5%	0%	13%	8%	3%
\$50,001 - \$60,000	18%	33%	11%	21%	9%	12%	12%
\$60,001 - \$70,000	21%	30%	32%	32%	22%	4%	32%
\$70,001 - \$80,000	15%	9%	32%	37%	22%	28%	12%
\$80,001 - \$90,000	10%	3%	11%	0%	4%	24%	12%
\$90,001 - \$100,000	6%	3%	0%	5%	9%	8%	9%
\$100,001 or more	6%	0%	5%	0%	17%	4%	18%
Median	\$65,000	\$60,000	\$70,000	\$66,500	\$71,000	\$80,000	\$71,000
Average	\$68,814	\$58,826	\$68,521	\$66,890	\$84,192	\$74,300	\$79,988
20 th Percentile	\$50,000	\$50,012	\$60,400	\$57,200	\$55,800	\$51,600	\$64,600
80 th Percentile	\$84,400	\$69,600	\$78,800	\$74,400	\$100,000	\$88,000	\$97,000

GROSS EARNINGS BY AREA OF WORK (CONT.)

	Management (n=27)	Academic (n=14)	Cardiothoracic (n=6)	Respiratory (n=15)	Business Owner (n=9)	Other (n=36)
Zero	0%	7%	0%	0%	0%	0%
\$1 - \$10,000	0%	0%	0%	0%	0%	0%
\$10,001 - \$20,000	0%	0%	0%	0%	0%	0%
\$20,001 - \$30,000	0%	0%	0%	0%	0%	0%
\$30,001 - \$40,000	0%	0%	0%	0%	0%	0%
\$40,001 - \$50,000	0%	0%	17%	20%	11%	11%
\$50,001 - \$60,000	0%	0%	17%	33%	11%	14%
\$60,001 - \$70,000	0%	7%	33%	20%	11%	25%
\$70,001 - \$80,000	22%	21%	17%	7%	11%	25%
\$80,001 - \$90,000	22%	14%	0%	20%	0%	11%
\$90,001 - \$100,000	19%	0%	17%	0%	11%	3%
\$100,001 or more	37%	50%	0%	0%	44%	11%
Median	\$91,000	\$98,000	\$62,643	\$60,000	\$100,000	\$70,500
Average	\$102,873	\$100,571	\$67,060	\$63,866	\$114,179	\$75,042
20 th Percentile	\$80,600	\$76,400	\$55,000	\$52,000	\$64,000	\$59,000
80 th Percentile	\$120,000	\$136,673	\$79,000	\$76,400	\$147,044	\$83,230

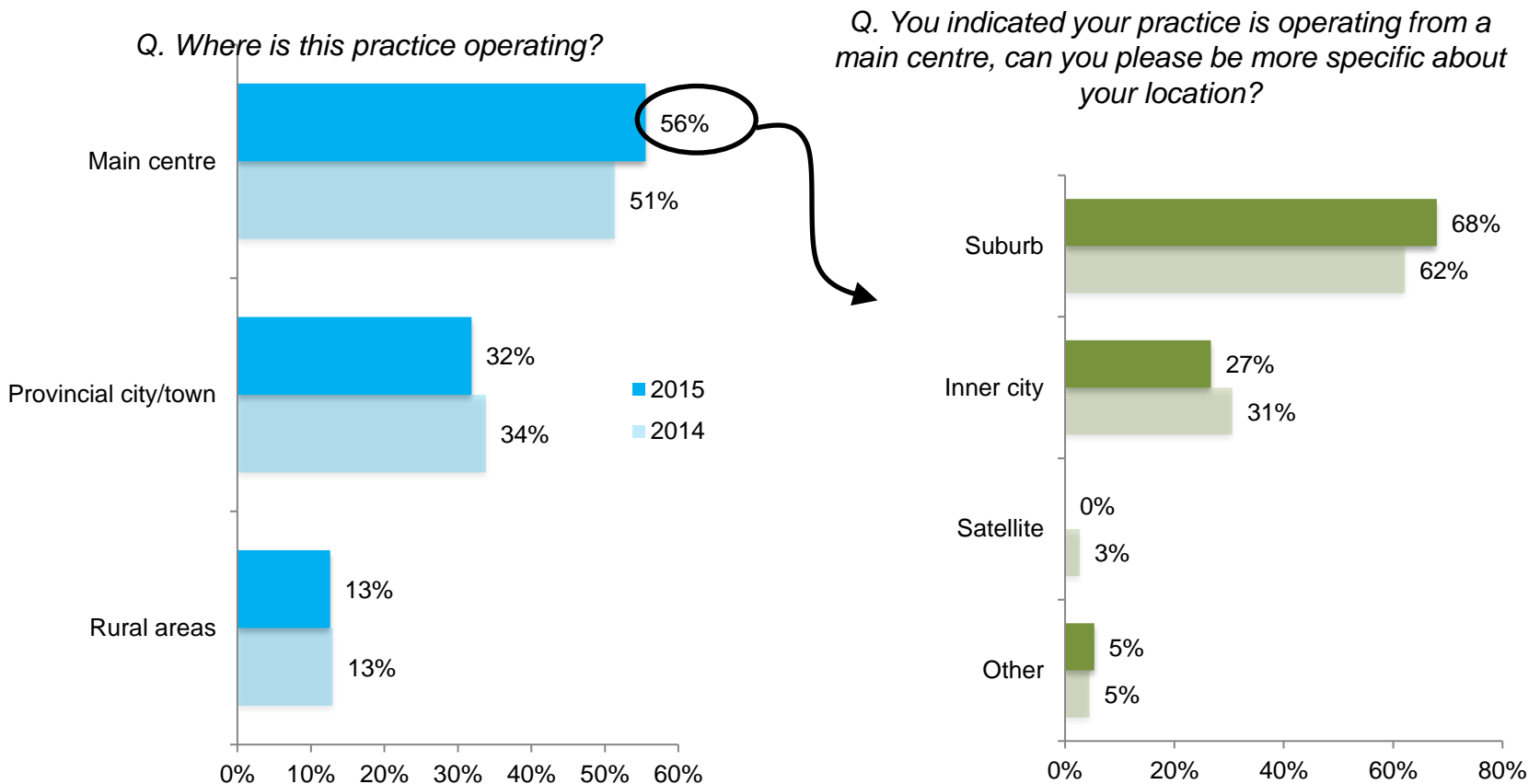
BUSINESS OWNERS



PRACTICE

A total of 135 respondents indicated they are business owners, 53% of these have an accredited business (up slightly from 50% in 2014).

More than half operate in a main centre (56%), of these just over a quarter are inner city (27%), and more than two-thirds in the suburbs (68%).

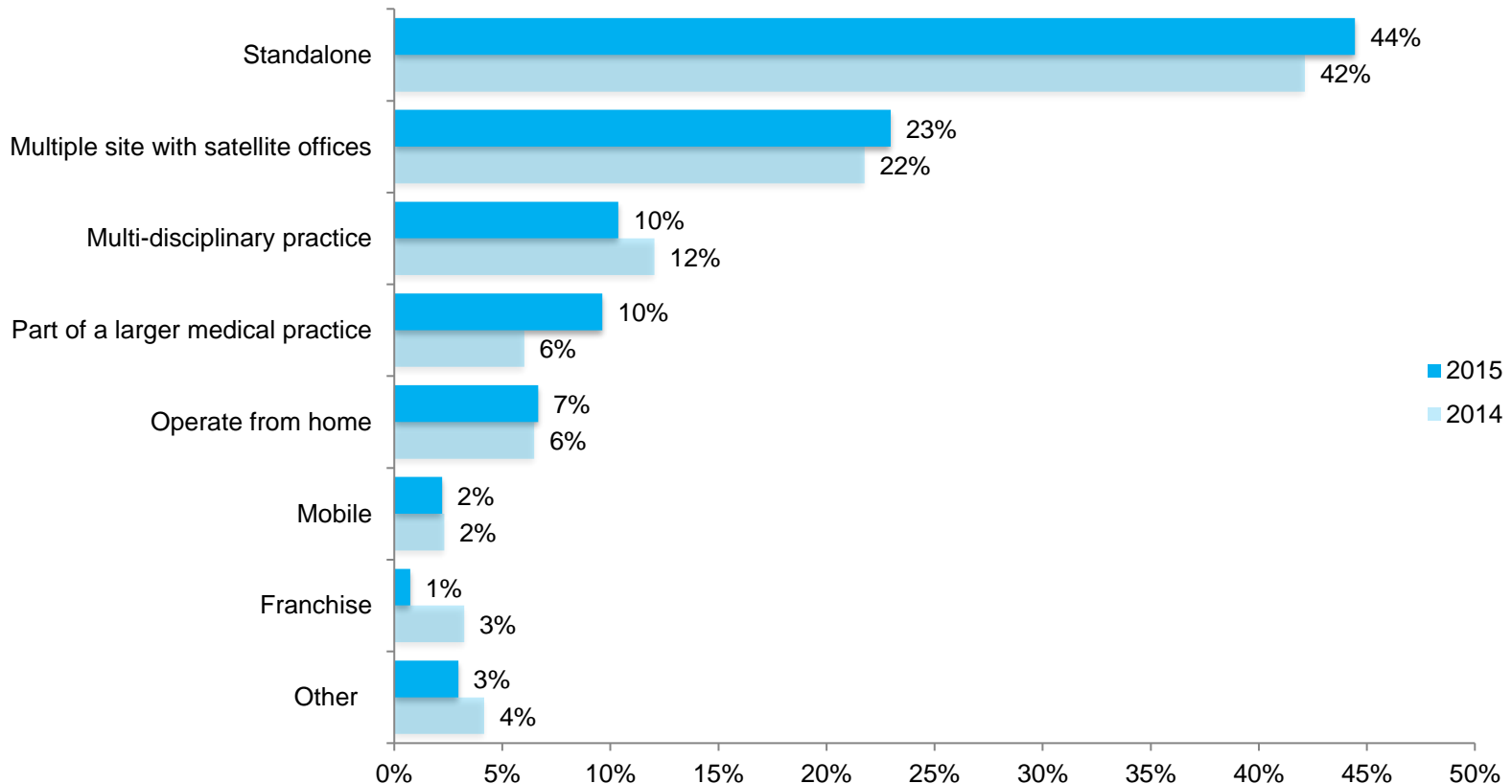




TYPE OF PRACTICE

Most operate a standalone practice (44%), followed by a multiple site with satellite offices (23%). Results are consistent with 2014, although slightly more are part of a larger medical practice (10% compared to 6% in 2014).

Q. What type of practice are you operating?

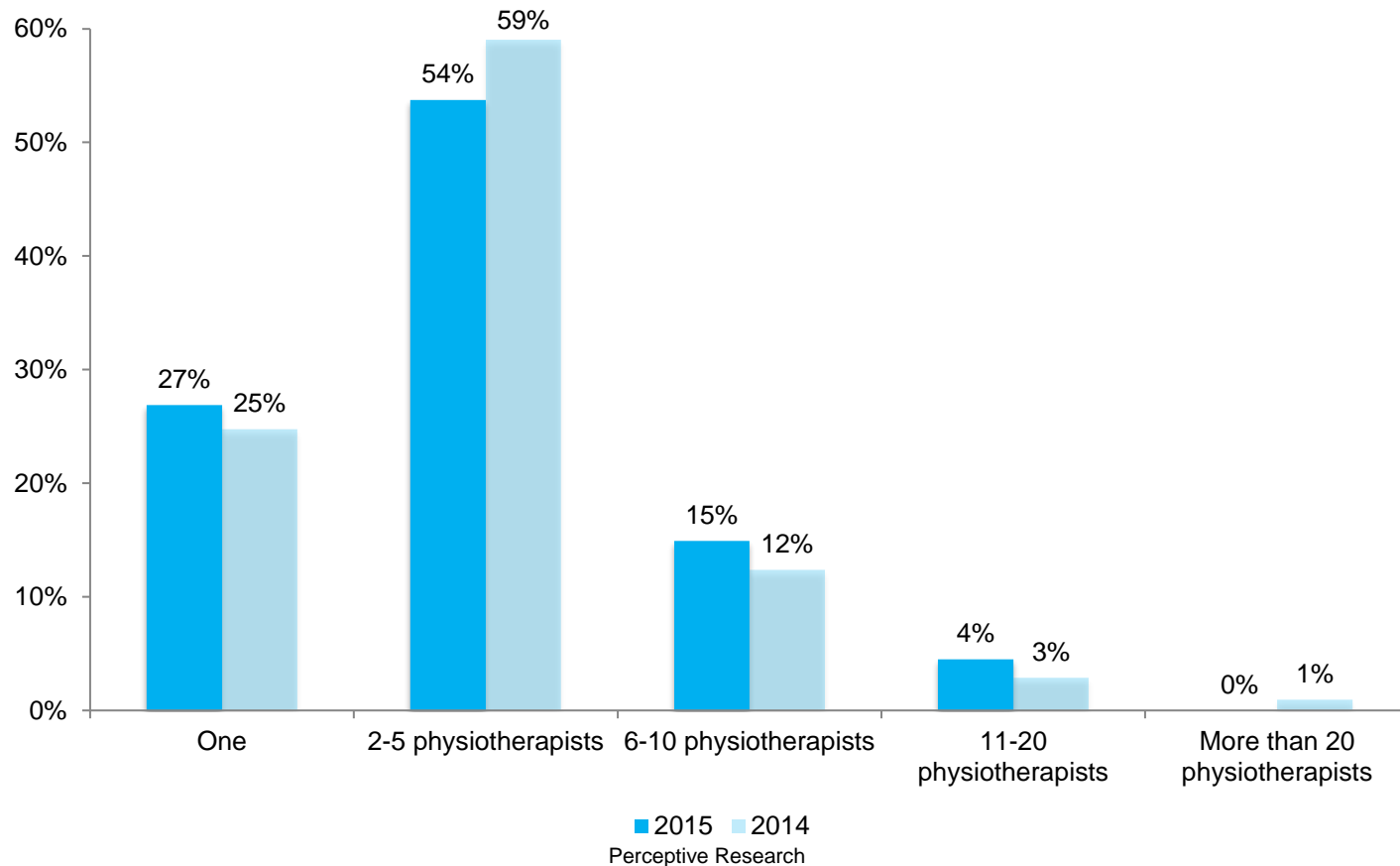




NUMBER OF PHYSIOTHERAPISTS

A quarter only have one physiotherapist (27%), with more than half having between 2-5 working there (54%). Compared to 2014, there was a slight decrease in practices with 2-5 physiotherapists (54%), and increase in 6-10 (15%) and 11-20 (4%). There were no practices with more than 20 physiotherapists.

Q. How many physiotherapists work in this practice?

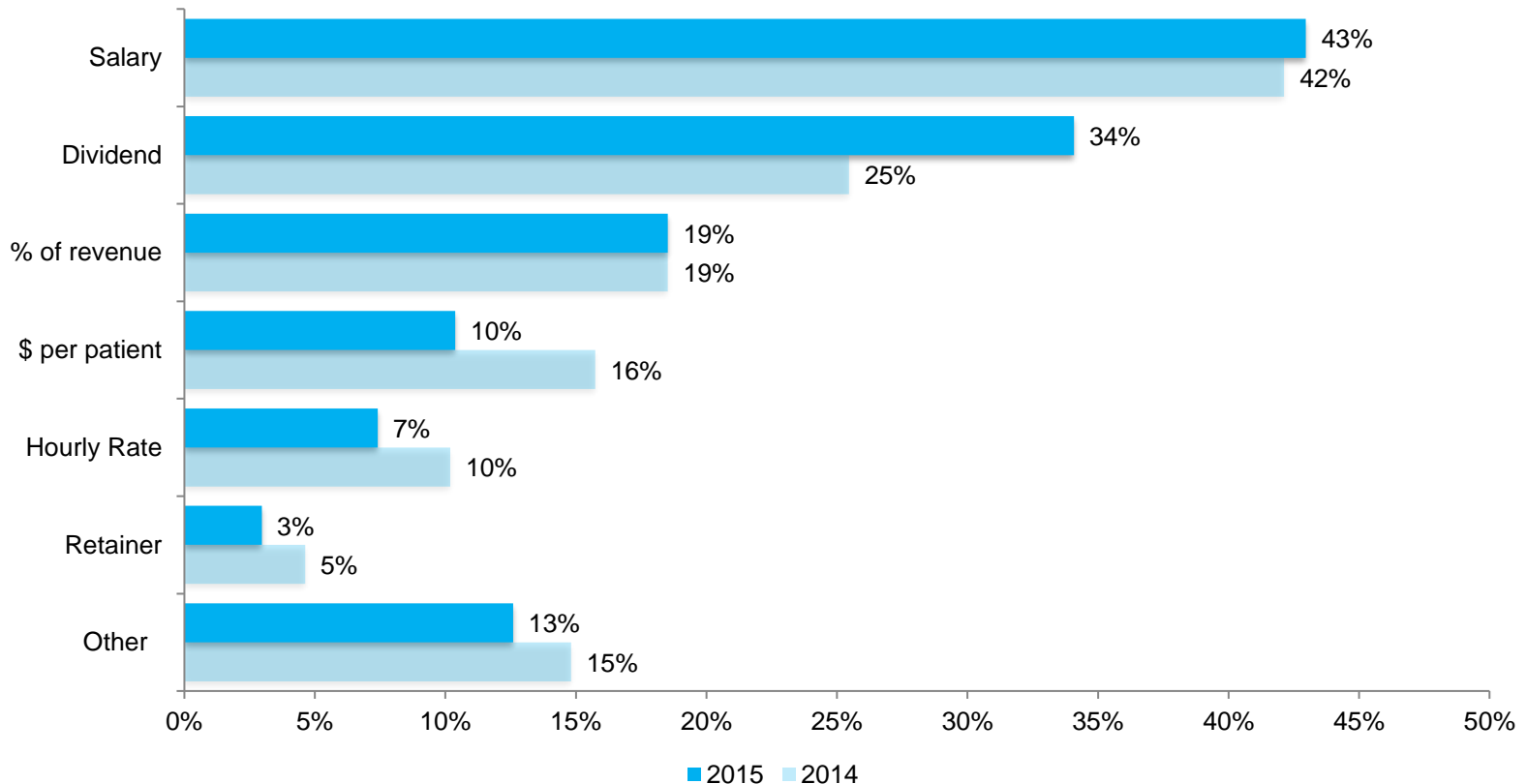




PAYMENT TO SELF

Most business owners continue to pay themselves a salary (43%). Differences from 2014 can be seen in more now paying themselves a dividend (34% compared to 25% in 2014), and less on a \$ per patient basis (10% compared to 16%).

Q. How do you pay yourself (select all that apply)?

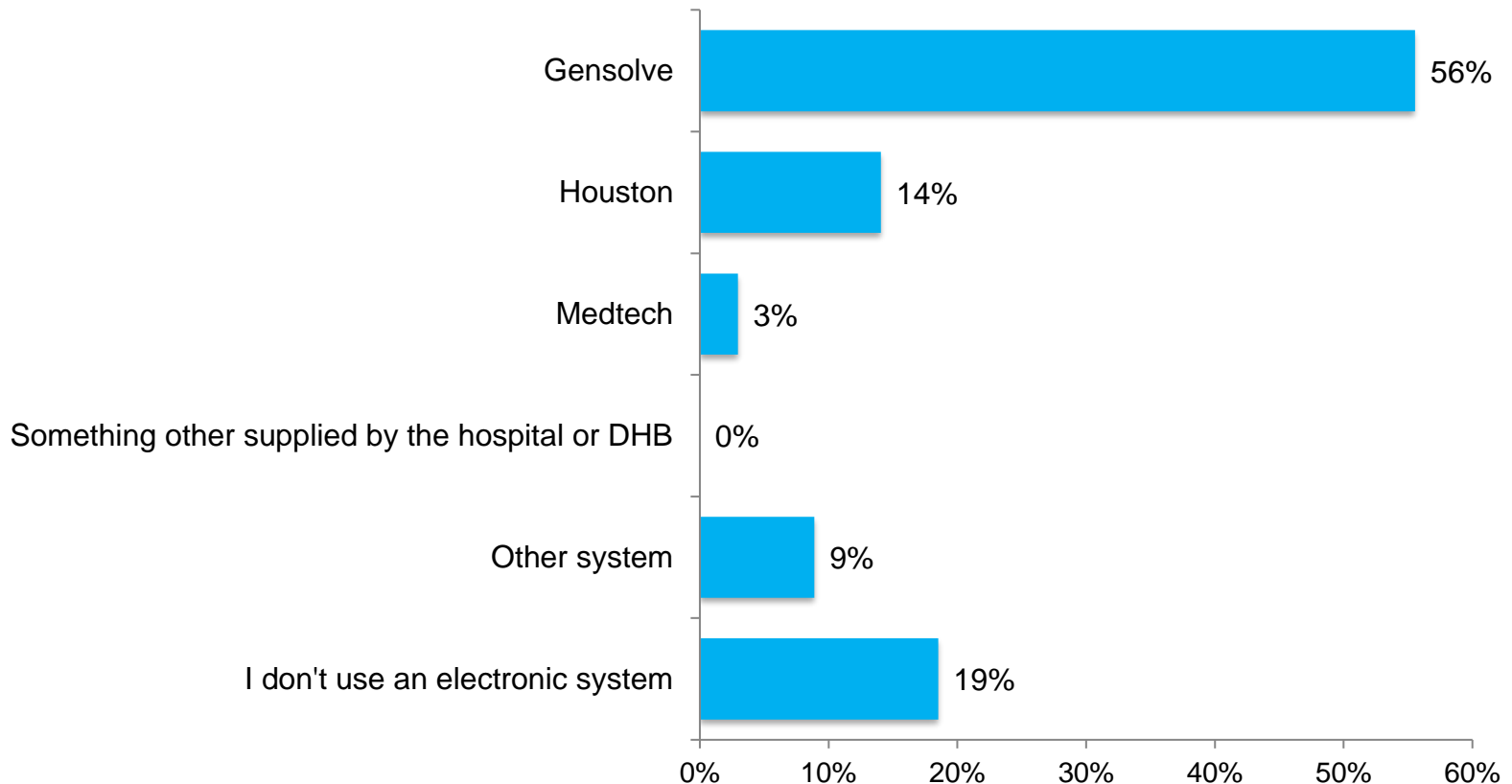




ELECTRONIC PRACTICE MANAGEMENT SYSTEM

More than half are using Gensolve (56%), with less than 20% using either Houston (14%) or Medtech (3%). A total of 19% indicated they do not use an electronic system.

Q. Which electronic practice management system do you use most often for your physiotherapy practice?

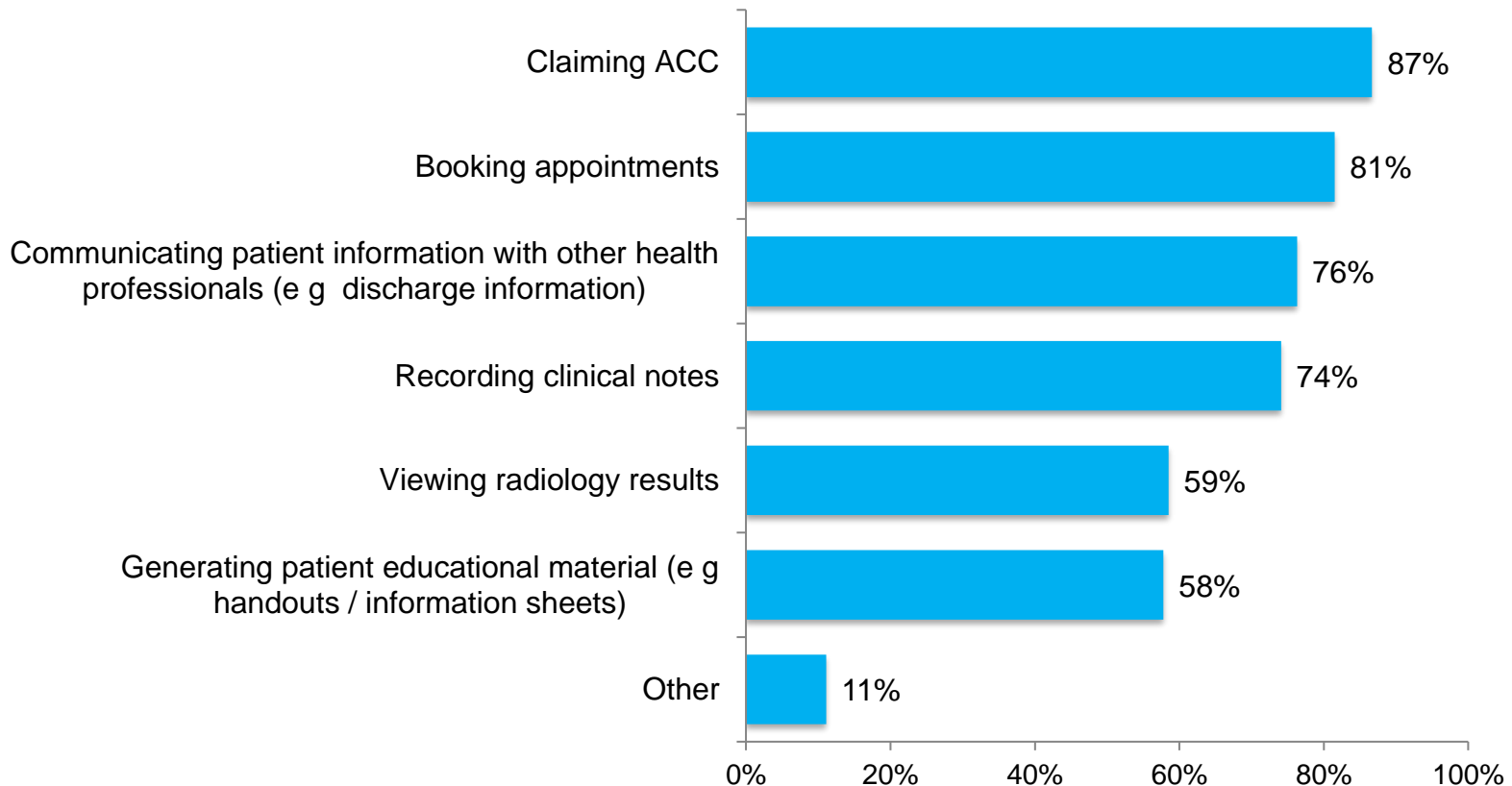




USE OF INFORMATION SYSTEM

More than half use their computer for all activities listed, most popular being ACC claims (87%), booking appointments (81%), communicating patient information (76%) and recording clinical notes (74%).

Q. What physiotherapy related activities do you use your information system (computer) for? (Select all that apply)

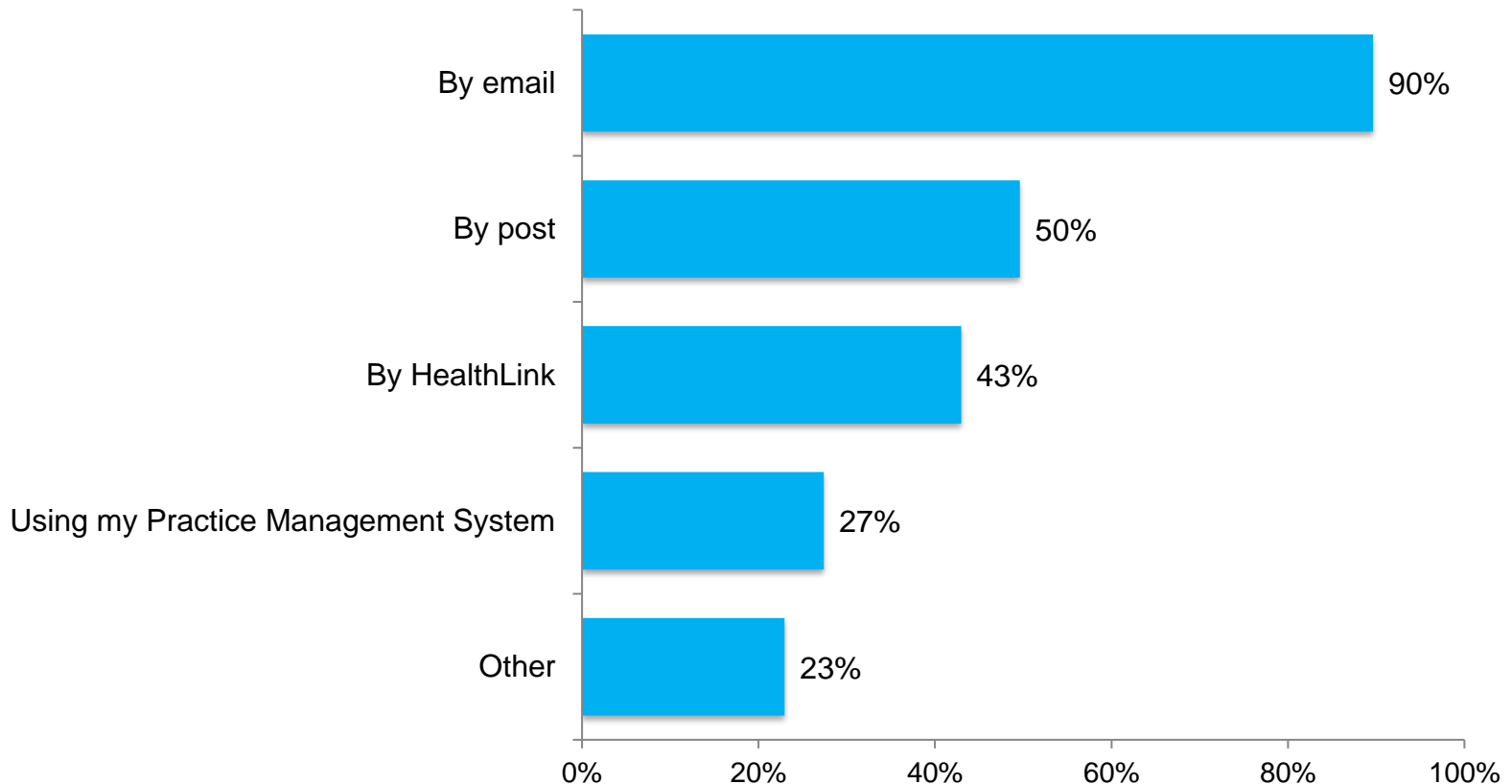




SENDING PATIENT INFORMATION

Almost all business owners use email to send patient information (90%), with 50% or less using other methods.

Q. How do you send patient information to other health care providers? (select all that apply)

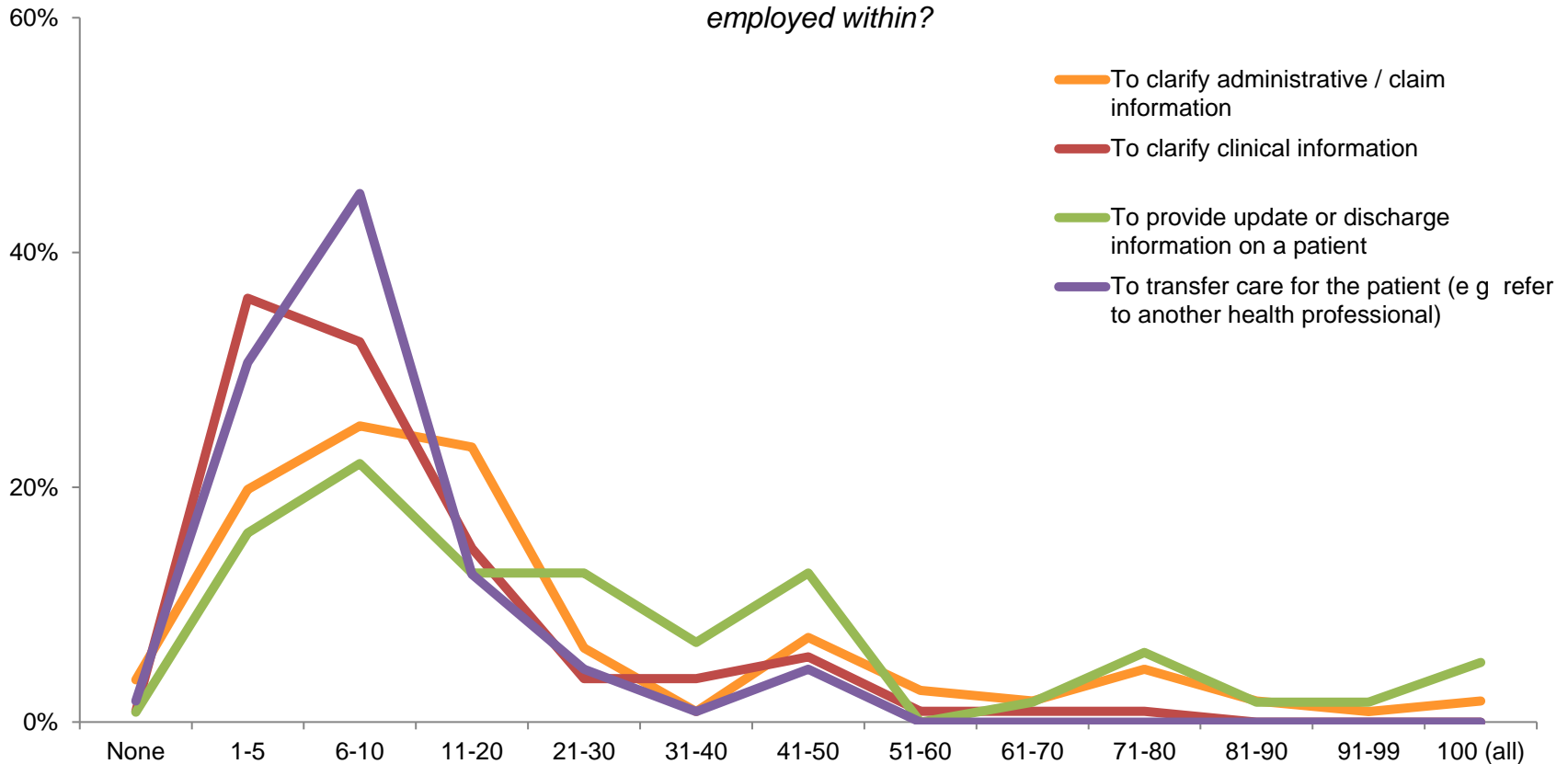




COMMUNICATION WITH OTHER HEALTH PROFESSIONALS

Communication with other health professionals tends to be for around every 20 in 100 episodes / injuries.

Q. If you saw 100 patient episodes or injuries, how many of these would you estimate you communicate with other health professionals about outside of your organisation (or department if you work in a hospital) you are employed within?

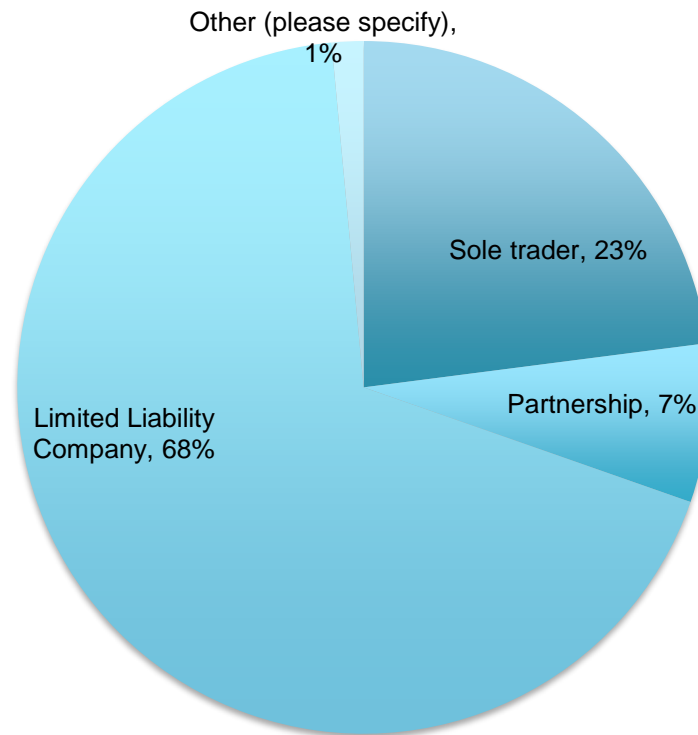




ENTITY

More than two-thirds are operating as a Limited Liability Company (68%), a quarter as sole traders (23%) and 7% in a partnership.

Q. What type of entity do you operate your practice under?



DEMOGRAPHICS



DEMOGRAPHICS

Country / region currently live		Main ethnic group	
New Zealand	98%	New Zealand European/ Pakeha	74%
Australia	1%	New Zealand Maori	2%
UK	0.1%	New Zealander of other descent	1%
Rest of Europe	0.1%	Pacific Islander	0.3%
North America	0.2%	Chinese	2%
Other	0.4%	Korean	0.1%
		Indian/ Pakistani/ Sri Lankan	1%
		Other Asian group	1%
Gender		New Zealand Pacific Islander	0.5%
Male	24%	Other ethnicity (please specify)	17%
Female	76%		
Age (decade born)			
Pre-1940	0.3%		
1940s	2%		
1950s	15%		
1960s	24%		
1970s	27%		
1980s	26%		
1990s	7%		

APPENDIX



APPENDIX

Q. Is your base rate calculated per...?

