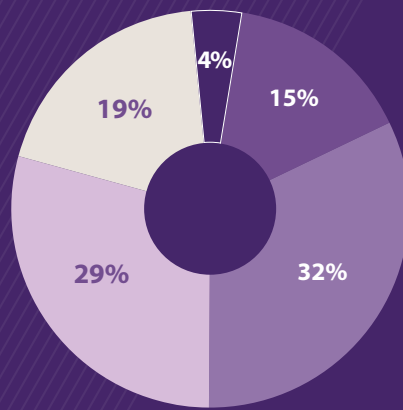
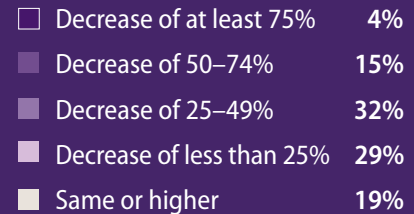


The economic impact of COVID-19 on health care continues to reveal itself through reductions in patient volume and revenue and in higher practice costs. As the pandemic stretches on, physician practice viability remains under threat. The following graphics, which represent the results of an AMA nationwide physician survey, illustrate the precarious trends and realities physicians now face.

81% of physicians surveyed in July and August said revenue was still lower than pre-pandemic.



Average drop in revenue: 32%

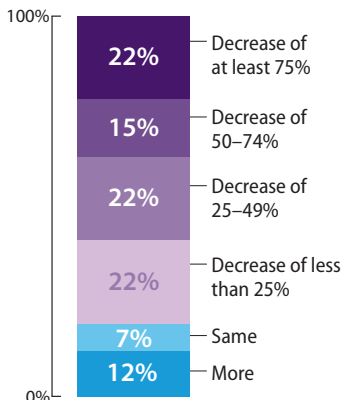


Even with eased telehealth coverage restrictions, telehealth services did not offset reduced in-person patient visits.

81% of physicians were still providing **fewer in-person visits** when surveyed than pre-pandemic.

At the height of use, weekly telehealth visits were almost **five times higher** than pre-pandemic.

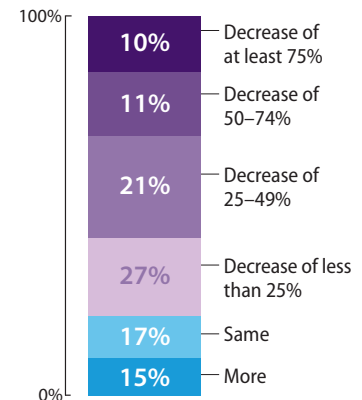
Despite the telehealth increase, **almost 70% of physicians** were still providing **fewer total visits** (in-person + telehealth) at the time of the survey than pre-pandemic.



Average in-person visits fell from 95 to 57 per week.

	Typical week pre-pandemic	"Height" of telehealth	Survey week
Percentage of physicians with any telehealth visits	20%	77%	68%
Average number of weekly telehealth visits			
Physicians who provided telehealth pre-pandemic	29	51	31
Physicians who did not provide telehealth pre-pandemic	0	23	12
All physicians	6	29	16

At the time of the survey, weekly telehealth visits were still almost **three times higher** than pre-pandemic levels.

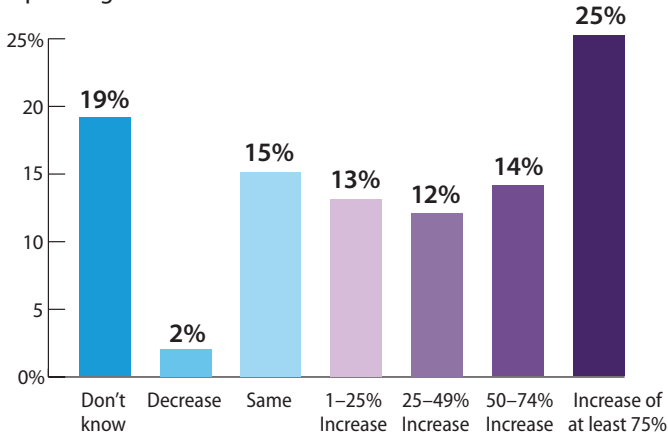


Average total visits fell from 101 to 72 per week.

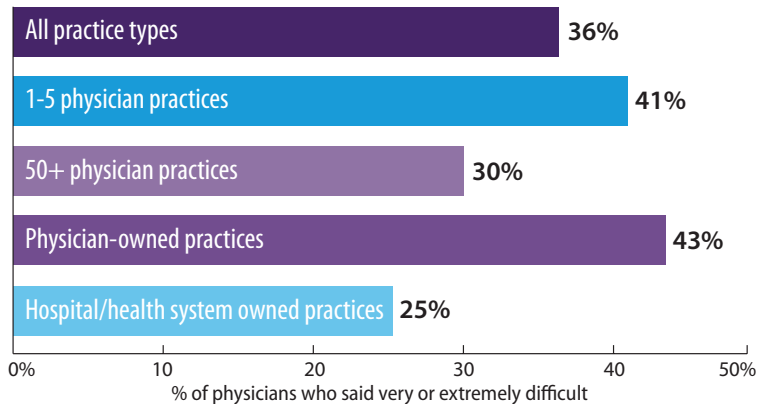
A significant expense: New safety practices require use of more PPE.

Personal protective equipment (PPE) supplies remain difficult to acquire—especially for smaller practices that lack purchasing power or vendor relationships to compete with larger health systems in the marketplace.

64% of practice owners said that spending on PPE was **up from pre-pandemic**. Average increase in PPE spending was 57%.



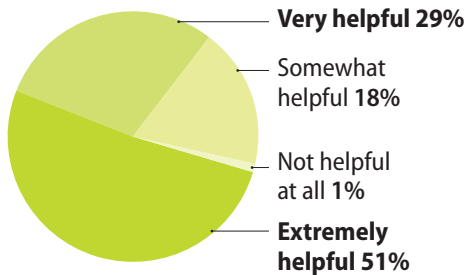
36% of physicians said that acquiring PPE was **very or extremely difficult**. Difficulties were more acute for smaller practices and those that were physician-owned.



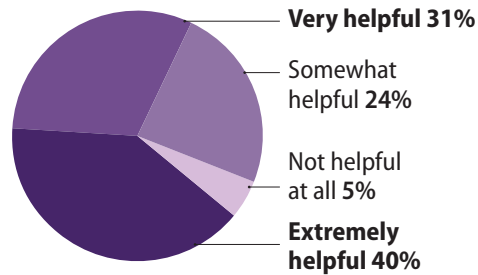
Federal financial relief early in the pandemic was helpful and appreciated but...

The core revenue issues these programs were intended to address remain.

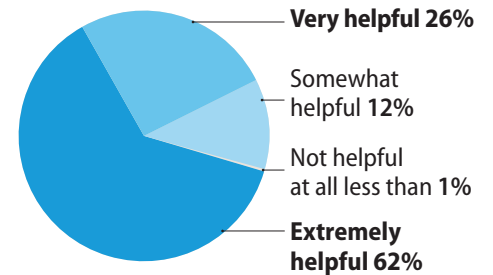
CARES Act



Medicare Accelerated and Advance Payment Program



SBA Paycheck Protection Program



The vast majority of practice owners said federal financial assistance programs were very or extremely helpful.

It is clear the COVID-19 pandemic continues to have a negative impact on physician practices,

both in terms of decreased revenue and increased costs. While initial federal financial relief programs were helpful to practices that applied, it appears the road to recovery, particularly for smaller physician-owned practices, remains difficult and more economic relief is needed.

SURVEY METHODOLOGY

- Forty question web-based survey (administered from mid-July through end of August 2020).
- Sample of 3,500 physicians selected from the ISO-certified M3 Global Research panel.
- Sample drawn to match physician population by age, gender, specialty, and census division.
- Surveyed physicians met following criteria: provided at least 20 hours of patient care per week prior to the pandemic, were working in one of the 50 states or the District of Columbia, were not employed by the federal government, and had completed residency.
- In some cases, percentages shown do not sum to 100% due to rounding.

WHAT DID WE ASK

- The findings presented here focus on the impact of the COVID-19 pandemic on patient visits, and on practice revenue and spending on PPE as well as the helpfulness of federal financial assistance programs to combat those impacts.
- Physicians were asked about total patient visits and telehealth patient visits. The number of total patient visits and telehealth patient visits were captured for a typical week in February (pre-pandemic) and for the week prior to the survey. Physicians were also asked about the number of weekly telehealth visits in the month (February-June) in which telehealth use was at its height. In-person visits are the difference between total and telehealth visits.
- We asked physicians for the percentage change in practice revenue and in spending on PPE between February (pre-pandemic) and the time of the survey.