AANP
American Association of NURSE PRACTITIONERS®

THE STATE OF THE NURSE PRACTITIONER PROFESSION

2020

Results from the National Nurse Practitioner Sample Survey

Dear Colleague,

We are pleased to present you with the results from the 2020 National Nurse Practitioner Sample Survey. While 2020 was truly an outlier year due to COVID-19's unprecedented impact on the health care delivery system and health care professionals, we believe that continuing to report on the current state of the nurse practitioner profession is critical and encourage you to interpret these results with caution. Importantly, while the general demographics of NPs do not show significant changes compared to recent years, key differences were observed in services provided and prescribing. It is unclear if these changes are due to the rapidly shifting work environments and proliferation of telehealth services exacerbated by the spread of COVID, or the continued delays in care for patients needing chronic disease management.

Additionally, as you review the information within, please keep in mind that the survey had a lower response rate than previous years. Health care professionals received an unusually large number of requests to complete surveys due to the national public health emergency in 2020, and AANP was not alone in experiencing declines in survey response rates. To the NPs who graciously took the time to share their information for these surveys, please accept my sincerest thanks. We could not do this without you.

AANP continues to serve as a robust resource on NPs and their practices and houses the only comprehensive database of NPs in the United States. As we navigate the challenges of vaccine roll-out in the year ahead, we are committed to keeping NPs updated on the latest resources, sharing your stories and summary data with key stakeholders and policymakers, and highlighting the critical work you are doing in caring for the nation's patients.

Sincerely,
Chris

Christine Tracy
Vice President of Research
American Association of Nurse Practitioners®

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Introduction

In the fall of 2020, the American Association of Nurse Practitioners® (AANP) completed the tenth 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, 2016 and 2018. The purpose of this survey was to identify the characteristics and practices of nurse practitioners (NPs) nationwide. The survey consisted of 98 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 166,239 records available for sampling and a random sample of just over 55,000 was generated.

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. Additional reminders about the survey were sent through AANP E-bulletin, a weekly update sent to all AANP members, and AANPNR Digest, a monthly newsletter sent to members in the AANP Network for Research.

A total of 3,994 respondents completed the survey for a response rate of 7.3 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 290,000 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, 296 respondents were not included in the analysis because they were not clinically practicing at the time. 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 2020 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.

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Section I: General Results

Demographics

Respondents were asked to report their demographic information 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 (79.4%), Black/African American (8.1%), Asian (4.3%), American Indian/Alaska Native (0.5%), Native Hawaiian/Other Pacific Islander (0.2%) or Multiracial (2.3%). A majority (95.0%) described themselves as not Hispanic or Latino, while 5.0 percent indicated they were Hispanic/Latino. On average, clinically practicing NPs were 49 years old, and approximately 90.6 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. Additionally, when asked about their military background, 7.3 percent of NPs indicated current or previous active duty military service (see **Table 1.5**).

Education

When asked about their initial NP education, the vast majority reported that it was a master's degree (95.1%), and an estimated 17.9 percent indicated a doctoral degree as their highest level of education (see **Tables 1.6** and **1.7**). In addition to their NP preparation, 5.6 percent of NPs were educated in an additional Advanced Practice Registered Nurse role (i.e., Clinical Nurse Specialist or Certified Nurse Midwife).

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 (69.7%), Adult (10.8%) and Adult-Gerontology Primary Care (7.0%). **Tables 1.8 and 1.9** depict the distribution of each NP certification. A total of 88.9 percent of NPs were certified in an area of primary care. Please note, there are observed differences in the percent of NPs reporting certifications in Psychiatric/Mental Health in 2020, compared to previous years due to the collapsing of three categories of Psychiatric/Mental Health certifications (i.e., Psychiatric/Mental Health Across the Lifespan, Psychiatric/Mental Health Family and Psychiatric/Mental Health Adult) into a single Psychiatric/Mental Health selection.

Practice Community and Setting

NPs worked in communities of all sizes and demonstrated a commitment to their current community and work site setting. More than 15.0 percent of NPs work in communities with a population of less than 10,000, and 4.2 percent of NPs work in communities with a population of less than 2,500 (see **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 63.3 percent anticipated practicing in their current communities for six or more years, and 51.2 percent anticipated practicing in their current work site for six or more years.

On average, NPs had been in practice for 11 years, but over a third (37.2%) 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; 78.4 percent were satisfied or very satisfied with their employment at their main NP work site.

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Given that NPs work in various practice environments, we asked them to report, in addition to their population area of certification and work site setting, the area of patient care that they focus on at their work site. **Table 1.12** lists the 10 most common work site 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 (14.3%), private group practices (10.4%), hospital inpatient units (10.0%) and private physician practices (7.8%), and they were most likely to focus on care delivered to families within those settings (see **Table 1.14**). Prior to 2020, most respondents indicated a clinical focus of Primary Care within these settings, however, Family was added as a new clinical focus option in 2020 to bring selections into alignment with clinical focus areas in other national surveys. Among many other settings, NPs also frequently reported working in urgent care (4.3%) and private NP practices (3.8%).

Employment Characteristics

At their main NP work site, 74.1 percent had an employment contract and 71.5 percent had their own patient panel. When asked about the employment arrangement at their work site setting, 68.2 percent of NPs were full- or part-time staff or faculty and 3.8 percent were practice owners. The percent of staff or faculty differs significantly from 2019 (92.3%) potentially due to the new addition of a category for contract-based employment arrangements. Notably, 21.6 percent of NPs reported contract employment arrangements in 2020.

Compensation

When asked about the compensation arrangement at their main work site, 68.4 percent of NPs were salaried, 25.9 percent were hourly and 5.7 percent were self-employed. For the purposes of this study, salary and hourly rates excluded benefit packages, including health insurance, retirement plans, etc. The median base salary for a full-time NP (35+ hours per week) was $110,000. The median total annual income (which includes base salary, productivity bonuses, incentive payments, etc.) for full-time NPs was $117,000. The median hourly rate for all NPs, regardless of the number of hours worked, was $58.00.

NP compensation varied greatly based on several variables, including work site setting (see **Table 1.15**), NP clinical focus and certification area. **Table 1.16** provides the median hourly rate, base salary and total annual income for the top 10 NP clinical focus areas, and **Table 1.17** reports the same information by NP certification. Among NP certifications, Psychiatric/Mental Health had the highest median annual base salary for those working full time. Salary data were withheld if there were fewer than 10 respondents prior to weighting. Nearly 34 percent (33.6%) of NPs received an incentive payment or bonus, which was most frequently determined by number of patient encounters (44.9%), quality measures/outcomes (44.1%), practice revenue/profit (35.5%), Relative Value Units (33.0%) and patient satisfaction (30.6%).

Practice Characteristics

In addition to clinical practice, 15.4 percent of NPs had administrative roles at their main NP work site. A majority (66.2%) described their administrative role as a “professional-level” position (e.g., director, supervisor or manager), and about one in seven (14.5%) held an “executive-level” position (e.g., CEO, CNO or owner).

NPs practiced alongside a wide variety of health care providers at their work site setting. About three-quarters (74.5%) worked with other NPs, 48.3 percent with physician specialists and 45.3 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 (12.8%) NPs had nursing home/long-term care privileges, while 42.5 percent of NPs had hospital privileges. Among the NPs with hospital privileges, 74.3 percent said they could write orders without a

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physician co-signature. More than one-third (39.5%) of NPs had to write prescriptions with a physician co-signature, 58.1 percent could discharge patients and 54.1 percent had admitting privileges.

Billing Information

Almost all NPs (99.7%) have a Medicare provider number (National Provider Identifier [NPI] number), and close to two-thirds (62.8%) were directly credentialed with commercial insurance companies. When asked about their billing practices, NPs who indicated having an NPI said that, on average, 41.4 percent of their encounters with Medicare patients were billed directly under their name/NPI number, with 28.5 percent billing for Medicare encounters directly under their name/NPI number 100 percent of the time. For those directly credentialed with commercial insurance companies, more than half (58.6%) of encounters with commercially insured patients were billed directly under their name/NPI number, with 39.8 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 25.4 percent of all NP patients, and Medicare beneficiaries (both fee-for-service and managed care) made up 31.2 percent. NPs also play an important role in providing care to underserved communities; on average, NPs estimated that 3.5 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 (90.0%) reported seeing patients between 41 and 65 years of age. Additionally, 34.4 percent of NPs reported seeing patients between the ages of zero and five years of age and 100 percent of Neonatal certified NPs reported seeing patients in this age group.

Table 2.2 depicts the percentage of NPs who see and accept patients at their main work site setting, by payment type. Most NPs reported seeing patients covered by commercial insurance (83.7%), Medicare (81.0%) and Medicaid (78.7%). Additionally, most NPs reported accepting new patients covered by commercial insurance (79.0%), Medicare (74.3%) and Medicaid (71.7%), while only 12.8 percent reported currently accepting patients covered by concierge/direct primary care at their work site setting. NP practice owners reported being much more influential on whether their work 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 work 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 (92.1%) of NPs reported seeing patients below the poverty level (annual income of $13,300 or less for an individual, and $26,370 for a family/household of four - 2019 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 work site setting, 100 percent of NPs working in rural health clinics reported seeing patients below the poverty level.

Almost 59.0 percent of NPs reported that they have patients who receive home health services. Additionally, 45.9 percent reported having patients receiving hospice care.

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NP Patient Volume

On average, full-time NPs reported seeing three patients per hour and 16 patients per day; however, these figures varied depending on primary work site setting. NPs in urgent care settings saw 29 patients per day, on average. NPs with a clinical focus in urgent care or dermatology both reported seeing an average of 26 patients per day. As it relates to the average number of patients seen per day, **Tables 2.5 and 2.6** depict the 10 work site settings and 10 NP clinical focus areas with the highest average of patients seen per day.

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 (69.4%), anxiety (67.2%) and urinary tract infections (UTIs) (66.7%). NPs working in hospital outpatient clinics and inpatient units reported abdominal pain as the top diagnosis treated (56.9%). Private group practices reported abdominal pain (78.1%) as the top diagnosis treated whereas private physician practices reported UTIs (70.1%). Nearly all NPs working in emergency room settings reported treating anxiety (96.5%), migraines (95.5%) and acute lower respiratory illness (95.4%), most frequently.

NPs reported providing a wide variety of services for their patients. A majority, 85.4 percent, reported providing education and counseling for most of their patients, while only 24.1 percent reported performing procedures to most of their patients (see **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 (see **Table 2.8**). NPs refer patients to specific types of services and health care providers. Full-time NPs reported referring an average of seven patients to home health and three patients to hospice care per month.

Figures 2.2 and **2.3** depict the percentage of primary care and non-primary care focus NPs who refer to other health care providers. 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 work site settings.

Section III: NP Prescribing Results

NPs are authorized to prescribe in all 50 states and Washington D.C., and almost all (96.2%) 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 21 prescriptions/refills and saw an average of 16 patients per day. More 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 five prescriptions per day, while those who saw more than 30 patients wrote an average of 32 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.

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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 Psychiatric/Mental Health reported writing the highest average number of prescriptions per day at 27.

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 work site settings for full-time NPs. NPs working in VA facilities, federal qualified health centers, private NP practices and community health centers wrote the most prescriptions/refills on average, with 32, 32, 29 and 29 per day, respectively. NPs who work in college student health wrote the smallest average number of prescriptions per day, at eight.

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 varied depending on the size of the community. NPs who served communities of more than 50,000 wrote an average of 18 prescriptions per day.

NP Prescribing by Drug Agent Type

Table 3.4 show the top 10 pharmaceutical agents prescribed by NPs regularly (>15/week). Drugs that NPs prescribed the most in the "regular" category included antihypertensives, dyslipidemic agents and diabetic agents. 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 3.5** displays the frequency of other reported sources of new drug information.

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Table 1.1: Distribution of NPs by Race

Race	Percent
White	79.4
Black	8.1
Hispanic	5.0
Multiracial	2.3
Asian	4.3
Native Hawaiian or Pacific Islander	0.2
Native American or Alaska Native	0.5

Table 1.2: Distribution of NPs by Age Group

Age Group	Percent
< 30 years	1.5
30-34 years	8.6
35-39 years	14.6
40-44 years	12.6
45-49 years	13.4
50-54 years	12.6
55-59 years	12.9
60-64 years	14.3
65+ years	9.5

Table 1.3: Distribution of NPs by AANP Region

AANP Region	Percent
Region 1 (CT, ME, MA, NH, RI, VT)	7.2
Region 2 (NJ, NY, PR)	6.6
Region 3 (DC, DE, MD, PA, VA, WV)	11.1
Region 4 (KY, NC, SC, TN)	8.5
Region 5 (IL, IN, MI, MN, OH, WI)	14.1
Region 6 (AR, LA, OK, TX)	8.9
Region 7 (IA, KS, MO, NE)	5.0
Region 8 (CO, MT, ND, SD, UT, WY)	7.1
Region 9 (AZ, CA, HI, NM, NV, AS, GU)	11.0
Region 10 (AK, ID, OR, WA)	8.4
Region 11 (AL, FL, GA, MS, VI)	12.2

Table 1.4: Distribution of NPs by Census Region*

Region	Percent
Northeast (ME, NH, VT, MA, RI, CT, NY, NJ, PA)	18.0
Midwest (OH, MI, IN, WI, IL, MN, IA, MO, ND, SD, NE, KS)	21.2
South (DE, MD, VA, WV, KY, NC, SC, TN, GA, FL, AL, MS, AR, LA, TX, OK)	36.2
West (MT, ID, WY, CO, NM, AZ, UT, NV, CA, OR, WA, AK, HI)	24.6

*As defined by the U.S. Census Bureau

Table 1.5: Distribution of NPs by Military Status

Military Status	Percent
Currently on Active Duty	2.1
Previously on Active Duty	5.2
Not a Veteran	92.7

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Table 1.6: Distribution of NPs by Initial NP Education Level

Initial NP Education	Percent
Master's	85.9
Post-Master's Certificate	9.2
Doctoral	4.9

Table 1.7: Distribution of NPs by Highest Degree Awarded

Highest Degree Awarded	Percent
Nursing Master's	81.1
Non-nursing Master's	1.0
DNP	14.7
Nursing PhD	1.6
Other Nursing Doctorate	0.4
Non-nursing Doctorate	1.3

Table 1.8: Distribution of NPs by Primary Certification Area

NP Certification	Percent
Family*	69.7
Adult*	10.8
Adult—Gerontology Primary Care*	7.0
Psychiatric/Mental Health	4.7
Acute Care	4.1
Pediatrics—Primary Care*	3.2
Adult—Gerontology Acute Care	2.9
Women's Health*	2.2
Gerontology*	1.8
Neonatal	1.0
Pediatrics—Acute Care	0.7

**Indicates a primary care certification*

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

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Table 1.9: Distribution of NPs by Advanced Certification Area

NP Certification	Percent
Hospice and Palliative Care	1.6
Wound Care	1.6
Oncology	1.5
Emergency	0.9
Diabetes Management—Advanced	0.8
Addictions-Advanced Practice	0.6
Dermatology	0.5
Occupational Health	0.4
Pediatrics—Primary Care Mental Health	0.3
Orthopedics	0.2
Nephrology	0.2
Genetics Advanced Nurse	0.1
School Health	0.1

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

Community Size	Percent
Less than 2,500	4.2
2,500 to 9,999	11.3
10,000 to 49,999	22.2
50,000 to 249,999	31.4
250,000 to 999,999	19.6
1,000,000 or more	11.3

Table 1.11: Distribution of NPs by Years of NP Experience

Years of Experience	Percent
5 or fewer years	37.2
6-10 years	23.6
11-15 years	13.3
16-20 years	10.0
21 or more years	15.9

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Table 1.12: Distribution of NPs by Main Work Site Setting

Work Setting	Percent
Hospital Outpatient Clinic	14.3
Private Group Practice	10.4
Hospital Inpatient Unit	10.0
Private Physician Practice	7.8
Urgent Care	4.3
Private NP Practice	3.8
Rural Health Clinic	3.4
Federally Qualified Health Center	3.3
Community Health Center	3.2
Employer/Corporate Clinic	2.9

Table 1.13: Distribution of NPs by Top NP Clinical Focus Area

Clinical Focus	Percent
Family*	19.2
Primary Care*	10.0
Urgent Care	5.7
Internal Medicine*	4.8
Psychiatry/Psychology	4.1
Cardiovascular	3.6
Geriatrics*	3.5
Women's Health/OB-GYN*	3.3
Oncology/Hematology	2.9
Pediatrics*	2.7

**Indicates a primary care clinical focus area*

Table 1.14: Top NP Work Site Settings by Top NP Clinical Focus Areas

Work Setting	Percent	Clinical Focus	Percent
Hospital Outpatient Clinic	14.3	Family	12.3
Private Group Practice	10.4	Family	24.6
Hospital Inpatient Unit	10.0	Hospitalist	19.2
Private Physician Practice	7.8	Family	25.6
Urgent Care	4.3	Urgent Care	91.9
Private NP Practice	3.8	Family	43.7
Rural Health Clinic	3.4	Family	67.8
Federally Qualified Health Center	3.3	Family	54.6
Community Health Center	3.2	Family	48.3
Employer/Corporate Clinic	2.9	Family	36.7

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

	Hourly Rate		Annual Base Salary		Total Income	
Work Setting	**n**	**$**	**n**	**$**	**n**	**$**
Hospital Outpatient Clinic	67	56.00	257	113,000	287	117,000
Private Group Practice	45	53.00	158	109,000	182	115,000
Hospital Inpatient Unit	75	62.00	185	120,000	223	125,000
Private Physician Practice	28	50.00	95	100,000	111	110,000
Urgent Care	57	60.00	35	112,000	76	120,000
Private NP Practice	**	**	19	97,000	63	120,000
Rural Health Clinic	21	53.00	51	107,000	66	110,000
Federally Qualified Health Center	18	50.50	71	104,000	75	110,000
Community Health Center	17	58.00	64	110,000	69	112,000
Employer/Corporate Clinic	15	58.00	52	112,500	57	120,000

***Data unavailable*

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

	Hourly Rate		Annual Base Salary		Total Income	
Clinical Focus	**n**	**$**	**n**	**$**	**n**	**$**
Family	121	52.00	266	107,000	349	110,000
Primary Care	59	60.00	154	106,000	196	115,000
Urgent Care	73	59.00	52	111,000	104	120,000
Internal Medicine	34	55.00	79	110,000	98	120,000
Psychiatry/Psychology	23	64.00	60	126,500	88	131,500
Cardiovascular	21	56.00	65	115,000	78	120,000
Geriatrics	19	55.00	63	107,000	72	118,000
Women's Health/OB-GYN	15	52.00	40	105,500	52	105,000
Oncology/Hematology	11	54.00	52	120,000	54	120,000
Pediatrics	**	**	28	104,500	30	110,000

***Data unavailable*

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Table 1.17: Median Hourly, Annual Base and Total Salary by Primary Certification Area

	Hourly Rate		Annual Base Salary		Total Income	
NP Certification	n	$	n	$	n	$
Family*	451	57.00	1,010	110,000	1,292	115,000
Adult*	63	64.00	170	120,000	208	125,000
Adult—Gerontology Primary Care*	42	60.00	118	110,000	142	116,000
Psychiatric/Mental Health	25	64.00	68	129,000	92	136,000
Acute Care	34	64.00	73	126,000	89	131,000
Pediatrics—Primary Care*	**	**	42	112,500	50	119,000
Adult—Gerontology Acute Care	24	57.50	54	113,000	69	117,000
Women's Health*	12	55.00	26	108,500	38	112,000
Gerontology*	**	**	29	120,000	36	126,000
Neonatal	**	**	14	122,500	18	132,500
Pediatrics—Acute Care	**	**	12	128,500	12	135,000

**Indicates a primary care certification*
***Data unavailable*

Table 2.1: Percent of NPs Who Deliver Health Care by Patient Age Group

Patient Age Group	Percent
0–5 years	34.4
6–12 years	38.7
13–18 years	52.4
19–40 years	86.0
41–65 years	90.0
66–85 years	85.8
86 and older	67.1

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

Payment Type	Percentage of NPs seeing patients covered by…	Percentage of NPs accepting new patients covered by…
Medicare	81.0	74.3
Medicaid	78.7	71.7
Commercial Insurance	83.7	79.0
Worker's Compensation	19.0	32.3
Uninsured—Cash Paying	51.5	68.3
Charitable/Uncompensated	22.3	32.4
Concierge/Direct Primary Care	4.4	12.8

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

Insurance Type	Very or Extremely influential on whether work 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	11.0	10.9	83.0
Medicaid	11.3	10.7	81.1
Commercial Insurance	12.3	13.1	85.2
Worker's Compensation	7.8	7.0	73.7
Uninsured—Cash Paying	12.2	13.7	84.0
Charitable/Uncompensated	9.6	8.1	80.7
Concierge/Direct Primary Care	7.7	5.0	85.5

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

Community Size	Percent
Less than 2,500	86.5
2,500 to 9,999	93.7
10,000 to 49,999	92.9
50,000 to 249,999	93.0
250,000 to 999,999	90.8
1,000,000 or more	91.0

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

Work Setting	Average Patients
Urgent Care	29
Retail Clinic	21
Private Physician Practice	19
Emergency Room	19
Telehealth	19
Correctional/Prison Facility	18
Private Group Practice	18
Community Health Center	17
Private NP Practice	17
Federally Qualified Health Center	17

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

Clinical Focus	Average Patients
Urgent Care	26
Dermatology	26
Nephrology	21
Orthopedics	20
Emergency	20
Pediatrics	19
Women's Health/OB-GYN	19
Pain Management	19
Wound Care	18
Urology	18

Table 2.7: Frequency of Patients Provided NP Services

How many patients do you provide the following services for?	Most	Some	Few	None
Coordination of Care	60.1	26.0	9.4	4.5
Diagnosis and Management of Acute Conditions	64.9	25.1	6.6	3.4
Diagnosis and Management of Chronic Conditions	65.0	19.6	9.5	5.9
Education and Counseling	85.4	10.9	2.4	1.3
Patient History and Physicals	39.1	20.5	12.9	27.5
Preventive Screening and Immunizations	47.3	18.1	15.8	18.8
Order, Perform and Interpret Labs, X-rays and Diagnostics	78.4	15.1	3.6	2.9
Perform Procedures	24.1	31.0	24.3	20.5

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 in NP Focus Area	29.8	50.8	9.7	5.9	3.8
Verbally Consult with Physician Specialist	36.1	49.2	8.8	4.0	1.9
Request Referral to Physician in NP Focus Area	53.1	35.6	8.3	2.2	0.8
Request Referral to Physician Specialist	13.6	57.5	23.8	4.5	0.7
Request Referral to Another NP	69.5	25.6	4.0	0.7	0.3
Request Referral to Another Provider	25.4	54.8	15.7	3.5	0.6

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Table 2.9: Top Three NP Referrals by Top 10 NP Work Site Settings

Work Setting	Health Professional	Percent
Hospital Outpatient Clinic	Physician Specialists	80.5
	Physical Therapists	73.1
	Dietitians/Nutritionists	69.9
Private Group Practice	Physician Specialists	82.0
	Physical Therapists	80.5
	Dietitians/Nutritionists	71.5
Hospital Inpatient Unit	Physician Specialists	78.0
	Physical Therapists	76.6
	Social Workers	69.3
Private Physician Practice	Physician Specialists	83.2
	Physical Therapists	78.6
	Psychologists	62.7
Urgent Care	Physician Specialists	80.0
	Physical Therapists	72.2
	Physician Primary Care	65.9
Private NP Practice	Psychologists	76.0
	Physical Therapists	73.8
	Physician Specialists	72.1
Rural Health Clinic	Physical Therapists	88.3
	Physician Specialists	86.9
	Psychologists	84.1
Federally Qualified Health Center	Physical Therapists	86.6
	Physician Specialists	82.4
	Podiatrists	81.4
Community Health Center	Physician Specialists	82.4
	Physical Therapists	80.9
	Psychologists	78.5
Employer/Corporate Clinic	Physical Therapists	83.1
	Physician Specialists	80.8
	Psychologists	70.8

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Figure 2.1: Percent of NPs by Diagnoses Treated

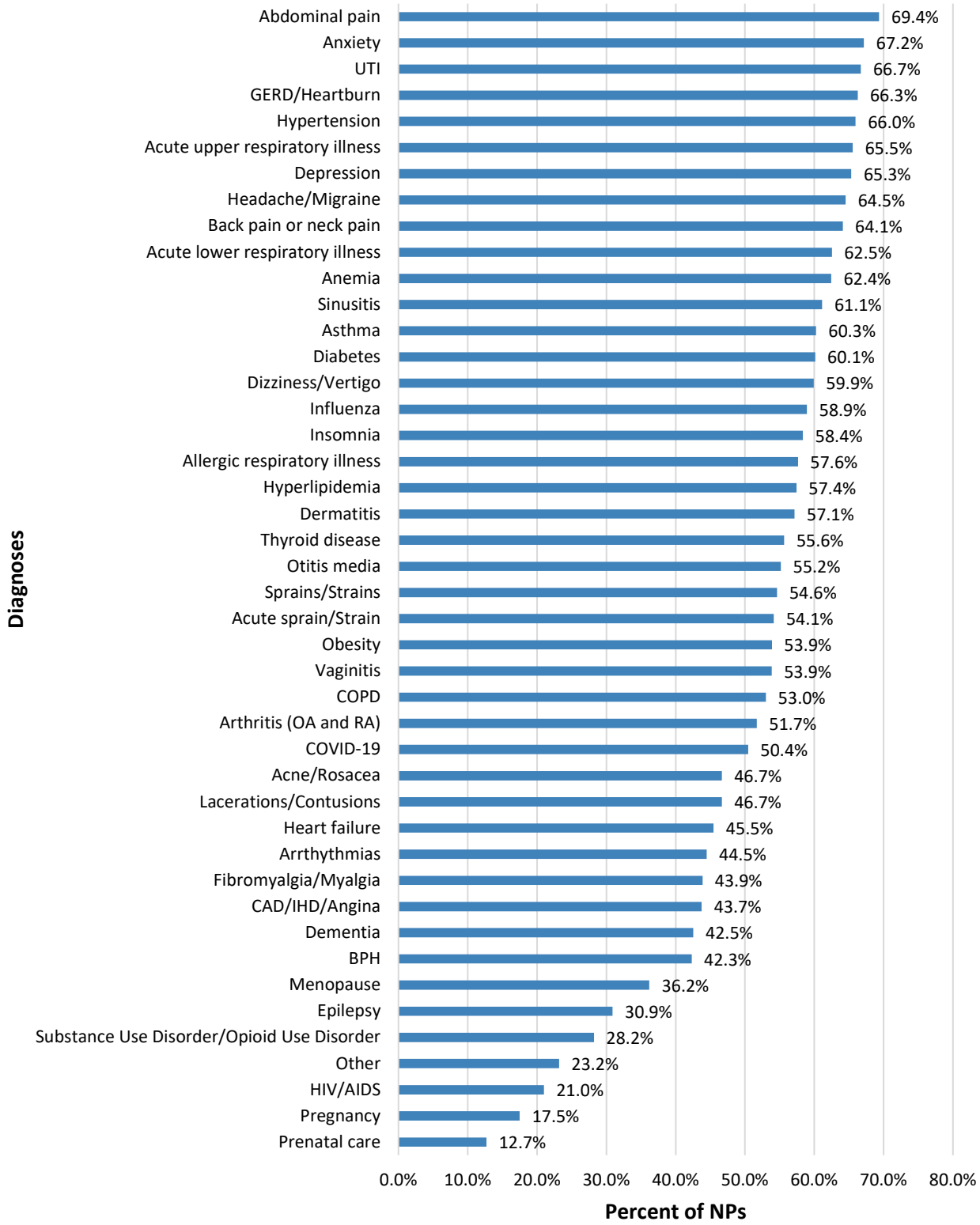

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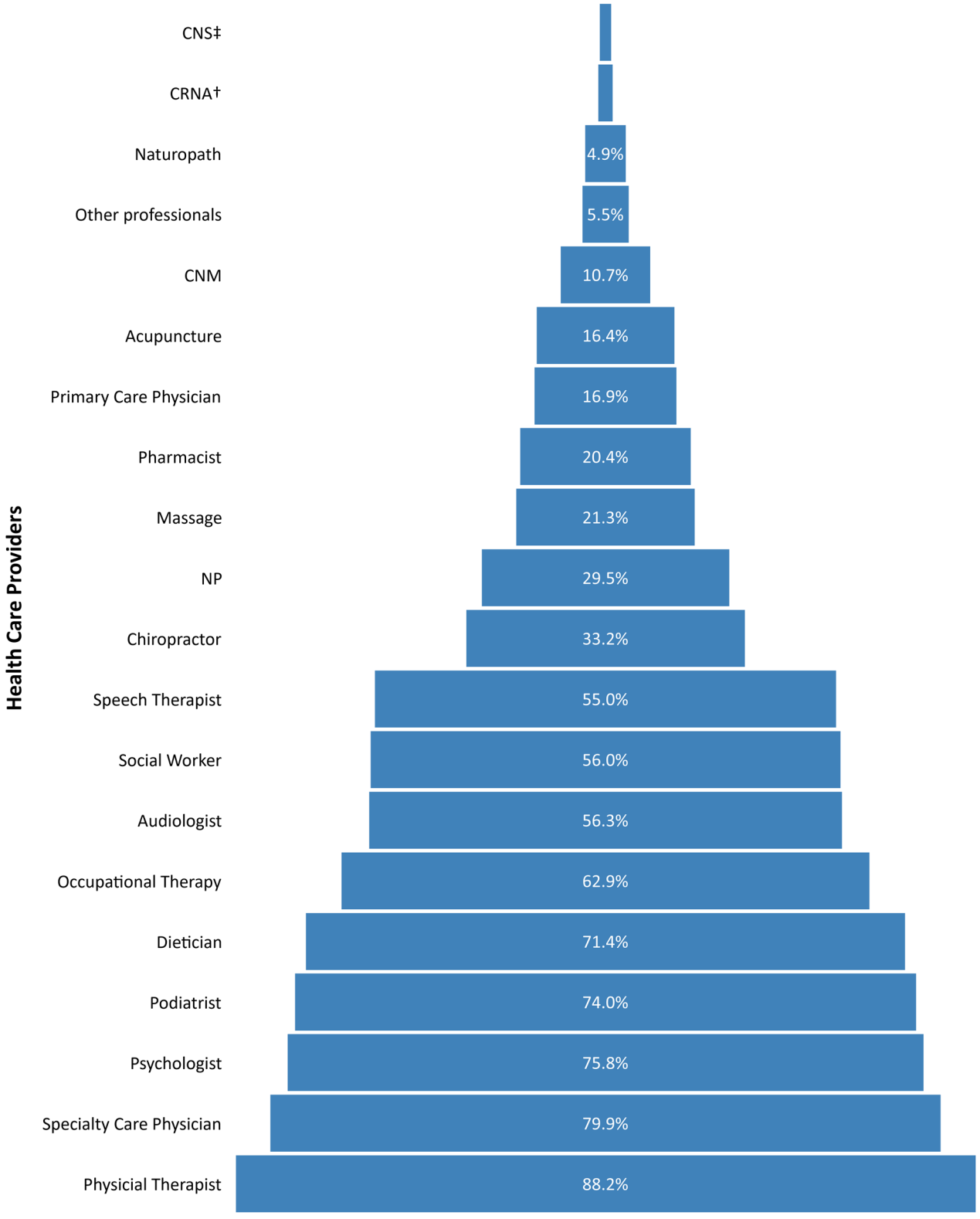
Figure 2.2 Percent of Primary Care NPs by Provider Type Patients are Referred to*



‡1.4%, †1.7%

**see Table 1.13 for primary care clinical focus designations*

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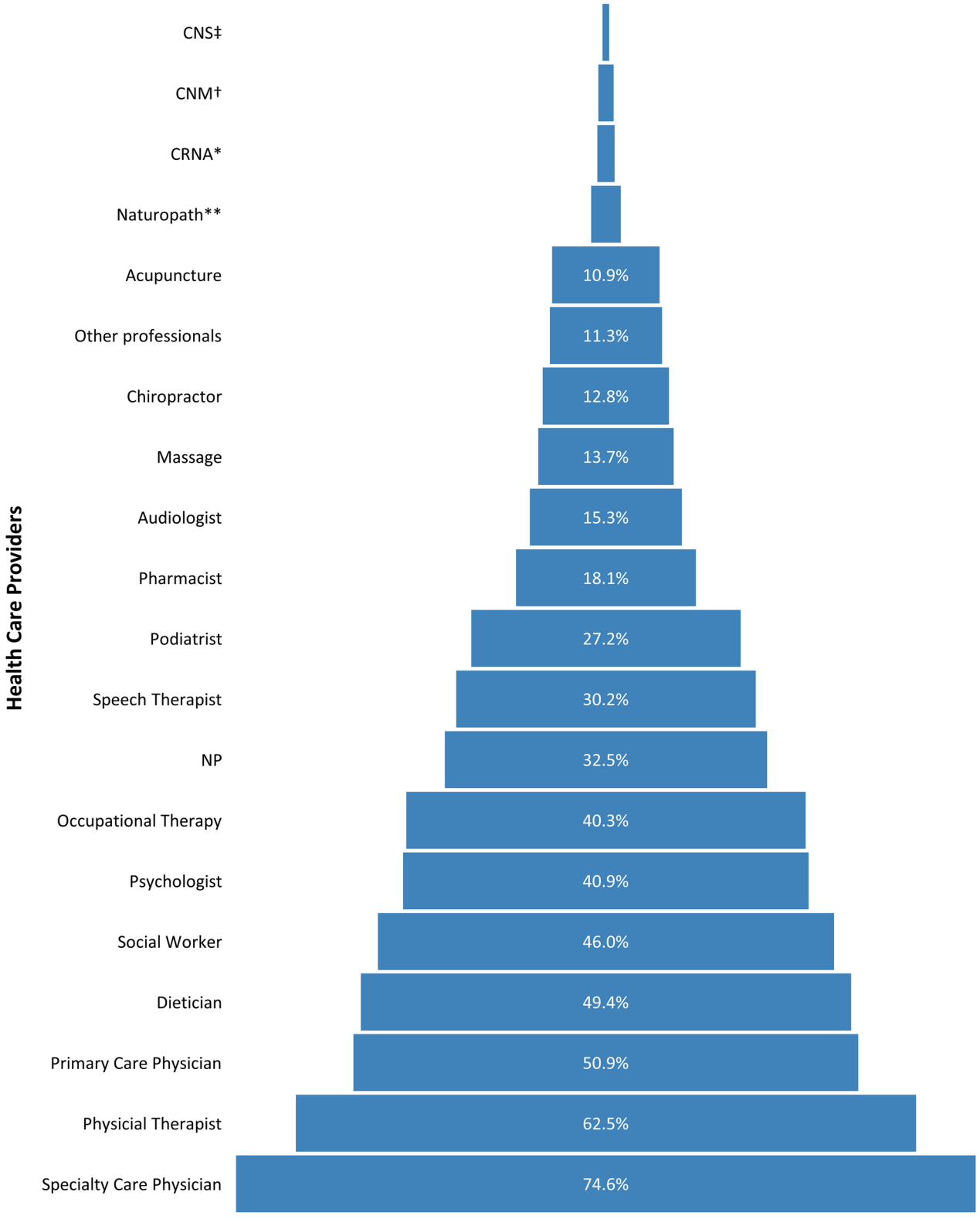
Figure 2.3 Percent of Non-Primary Care NPs by Provider Type Patients are Referred to



‡0.7%, †1.6%, *1.8%, **3.0%

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

NP Certification	Percent Prescribing	Prescriptions/Day	
		Mean	Median
Family*	97.6	22	15
Adult*	94.5	18	10
Adult—Gerontology Primary Care*	96.3	17	10
Psychiatric/Mental Health	99.2	27	20
Acute Care	95.6	19	10
Pediatrics—Primary Care*	97.2	10	10
Adult—Gerontology Acute Care	97.0	17	10
Women's Health*	98.4	21	10
Gerontology*	97.2	12	10
Hospice and Palliative Care	100.0	12	8

**Indicates a primary care certification*

Table 3.2: Prescribing by Top 20 NP Work Site Settings

Work Setting	Percent Prescribing	Prescriptions/Day	
		Mean	Median
Hospital Outpatient Clinic	97.7	18	10
Private Group Practice	98.5	23	15
Hospital Inpatient Unit	97.2	15	10
Private Physician Practice	99.4	27	20
Urgent Care	99.1	25	20
Private NP Practice	98.4	29	20
Rural Health Clinic	100.0	27	20
Federally Qualified Health Center	100.0	32	20
Community Health Center	100.0	29	20
Employer/Corporate Clinic	100.0	22	20
Other Clinic (e.g., free clinic, walk-in clinic)	97.0	21	15
Emergency Room	98.8	21	20
VA Facility	99.2	32	30
Behavioral Health/Addiction	97.6	22	15
Hospital Surgical Settings	93.2	9	10
Hospice/Palliative Care	100.0	10	7
Long-term Care Facility	100.0	14	10
Skilled Nursing Facility	100.0	13	10
Correctional/Prison Facility	98.1	28	20
College Student Health	100.0	8	10

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Table 3.3: Prescribing by Community Size

Community Size	Percent Prescribing	Prescriptions/Day	
		Mean	Median
Less than 2,500	98.5	21	20
2,500 to 9,999	97.7	23	15
10,000 to 49,999	98.1	24	20
50,000 to 249,999	97.0	21	10
250,000 to 999,999	97.0	18	10
1,000,000 or more	95.5	15	10

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

Drug	Percent
Antihypertensives	24.8
Dyslipidemic Agents	18.0
Diabetic Agents, Other	16.3
Analgesics, NSAID	15.8
Vaccines/Immunizations	15.6
Antidepressants	14.3
Antibiotics	12.2
GERD/PUD Agents	12.1
Diabetic Agents, Insulin	12.0
Diuretics	11.8

Table 3.5: Sources of Information on New Drugs

Source	Percent
Continuing Education Activities	94.3
Journal Articles	72.5
Colleagues	67.0
Pharmaceutical Information Pharmacist	62.7
Pharmacist	51.9
Packaged Product Information	29.1
Journal Advertisements	18.0
Media	13.6

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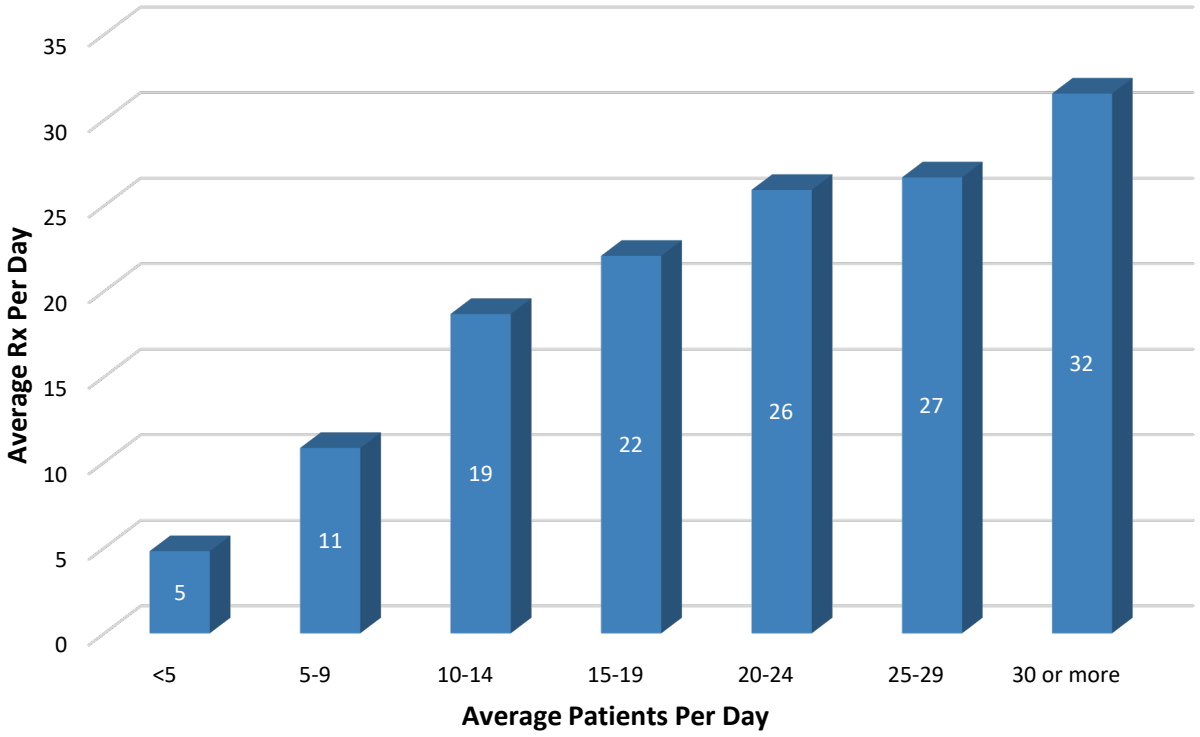
Figure 3.1: Mean Prescriptions Written/Refilled per Day by Patient Volume



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