

American Medical Groups **Cash In Views** on Economy & Healthcare

83% surveyed are concerned about their ability to provide
healthcare under new presidential administration.



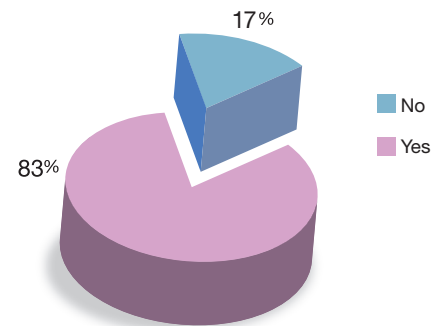


At the annual conference of the American Medical Group Association (AMGA) last month in Las Vegas, The Delta Companies surveyed attendees on how today's economy is affecting healthcare. Leaders from healthcare organizations around the country answered four thought-provoking questions that provided insightful feedback on their state of mind in our current economic climate.

CONCERNS ABOUT NEW PRESIDENTIAL ADMINISTRATION

While still within the first 100 days of our new presidential administration, medical executives are already concerned with their ability to provide quality healthcare.

Are you concerned about the effects our new presidential administration will have on your ability to provide quality healthcare?



Reimbursements and a general concern over government control of a nationalized healthcare system were the top reasons listed by those surveyed. Reasons also included apprehension surrounding the future of physician income and anxiety over a basic lack of healthcare funding.

THE MORTGAGE CRISIS

Besides apprehension from a political perspective, healthcare's c-suite remains challenged by today's mortgage crisis from a recruiting standpoint. **Only 10% of those surveyed said they'd considered funding a provider's mortgage for a period of time to solidify their recruitment out of a "hard hit" housing market.** Solutions offered by healthcare facilities include loans and temporary housing for physicians while they sell their former residence. In addition, some providers are responding to the current housing market by practicing locums when they're unable to make a permanent move.





TEMPORARY SOLUTIONS

Medical groups are 39% more likely to consider temporary providers than 1 year ago.

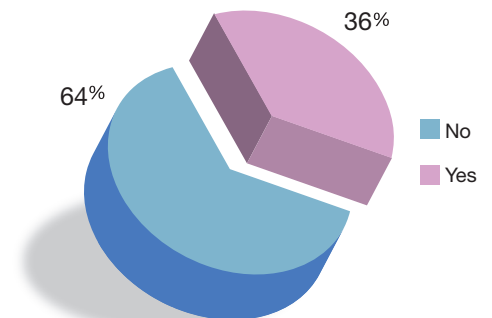
Healthcare systems are also expressing their interest in temporary providers as a solution to permanent vacancies.

With the introduction of temporary providers to a facility, healthcare executives understand the positive financial impact that physicians practicing locums and mid-level healthcare travelers offer. Rising costs in a down economy and growing needs left unmet in communities nationwide continue to drive this outlook. From the provider's perspective, the temporary alternative is an increasingly viable solution as well. Physicians who have their lost retirement savings are practicing locums to rebuild their financial portfolios. Even doctors currently practicing are utilizing vacation time or weekends to supplement their income through short term assignments.

DECREASING ELECTIVE PROCEDURES

The increase in unemployment, and therefore continued decrease in Americans without healthcare insurance, might be a cause for a drop or suspension in elective procedures for outpatient surgeries. However, this has not impeded most medical groups from recruiting more surgical specialists.

Are decreases in elective procedures or outpatient surgeries causing your group to delay your plans to add additional surgical specialties?



ABOUT THE DELTA COMPANIES

The Delta Companies is a recognized leader in healthcare staffing since 1997 and is the third-fastest growing private healthcare staffing firm in the nation (Staffing Industry Analysts, 2008), offering permanent and temporary staffing solutions nationwide for physicians and allied healthcare professionals through five companies: Delta Physician Placement, Delta Healthcare Placement, Delta Locum Tenens, Delta Flex Travelers and Liquid Medical Recruiting.