

Understanding Your Practice Environment: Making an Informed Decision About Where to Work 2015

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Jesse Bushman, Director, Advocacy and Government Affairs



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Midwifery Demographics

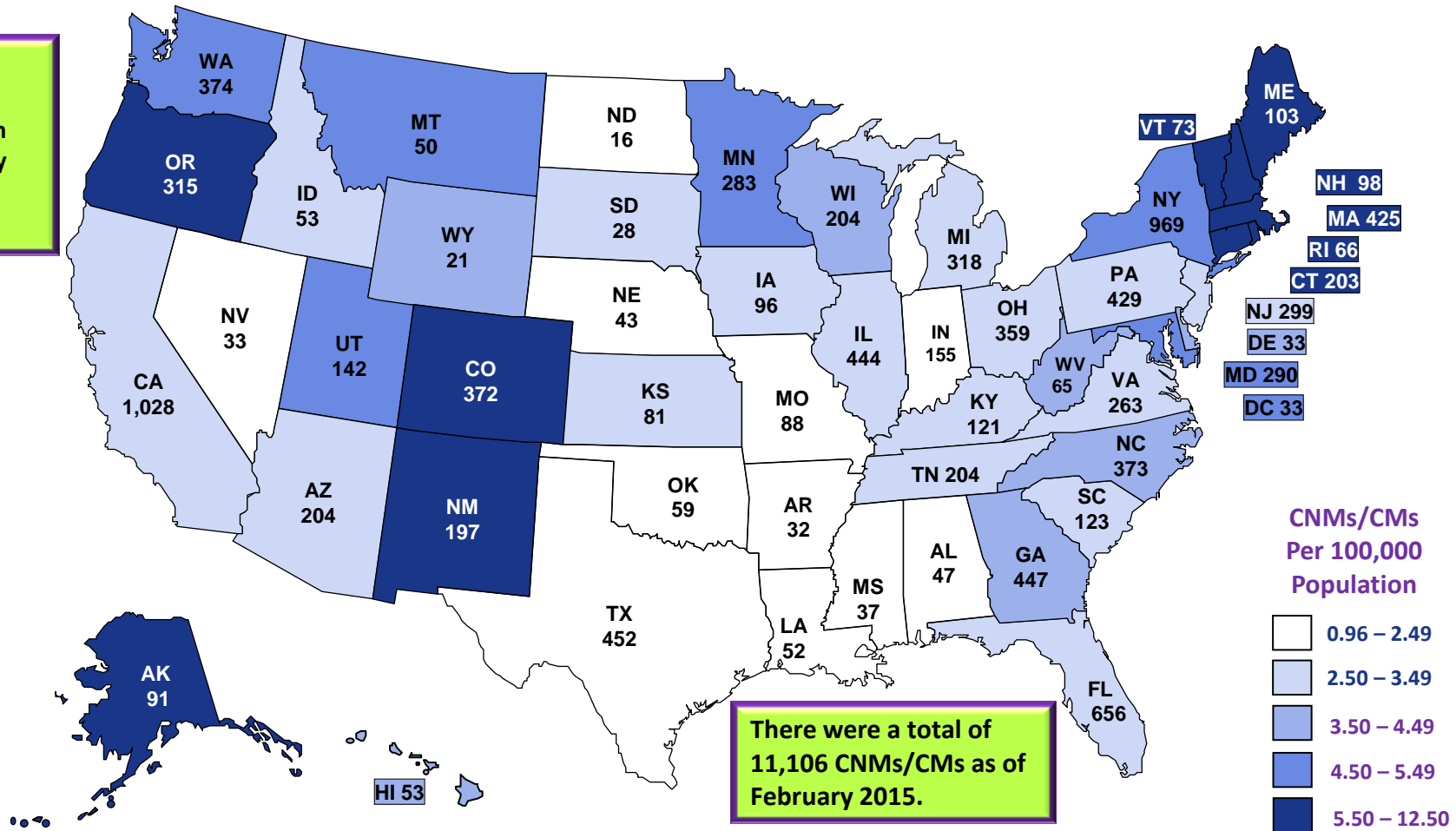


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Number and Density of AMCB Certificants by State – 2015

Number of certificants shown in each state. Density indicated by color.



Source: Number of certificants per AMCB. (see: <http://www.amcbmidwife.org/docs/default-document-library/number-of-cnm-cm-by-state--february-2015.pdf?sfvrsn=2>)

Population figures are 2014 estimate from US Census Bureau, rounded to nearest 1,000. (see: <http://factfinder.census.gov/faces/tableservices/jsf/pages/productview.xhtml?src=bkmk>)

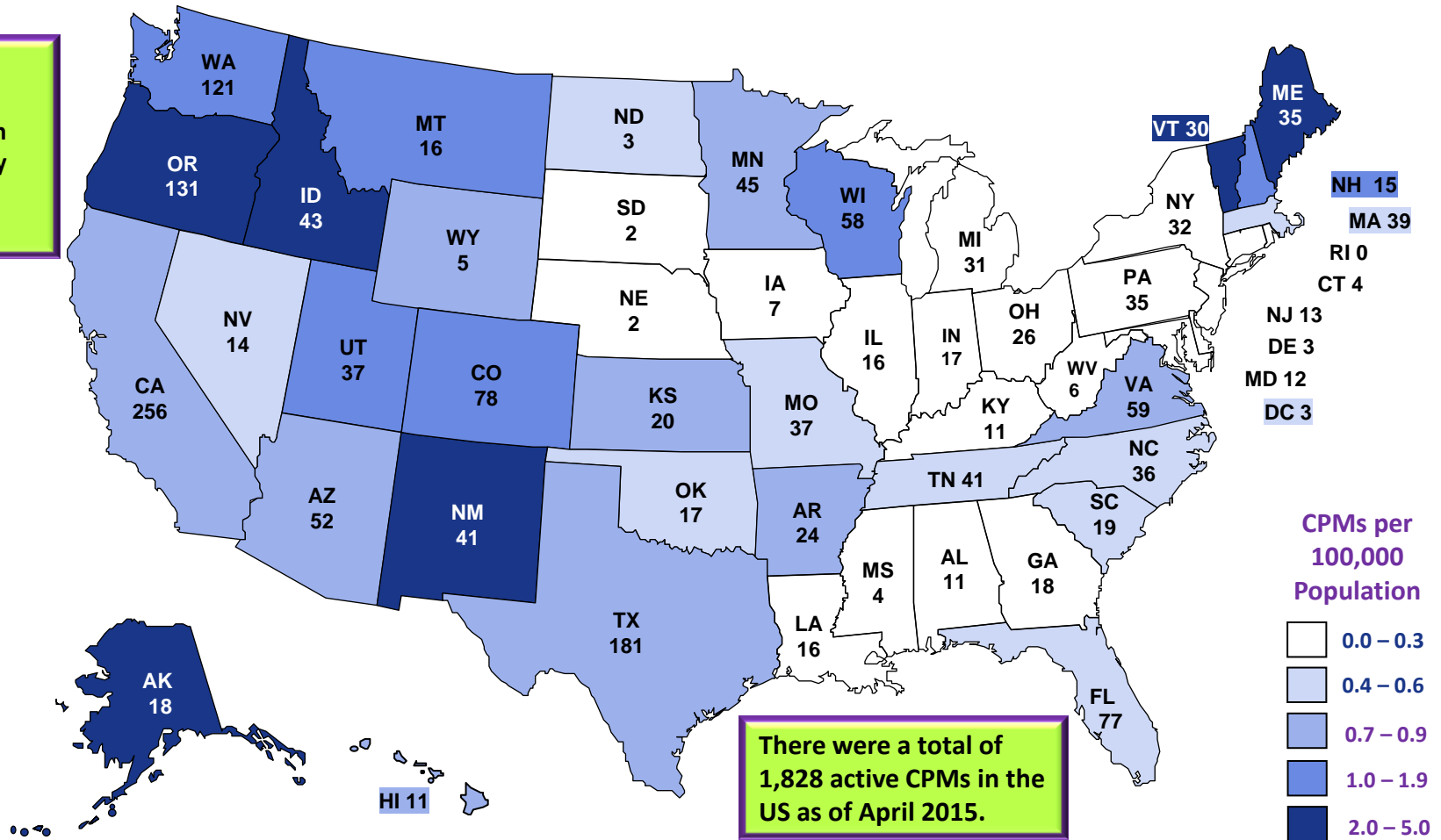


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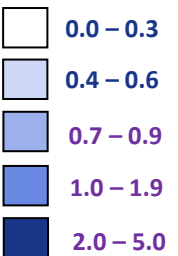
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Number and Density of NARM Certificants by State – 2015

Number of certificants shown in each state. Density indicated by color.



CPMs per
100,000
Population



Source: Number of certificants per NARM. Locations sometimes reflect place of residence and sometimes place of practice.

Population figures are 2014 estimate from US Census Bureau, rounded to nearest 1,000. (see:

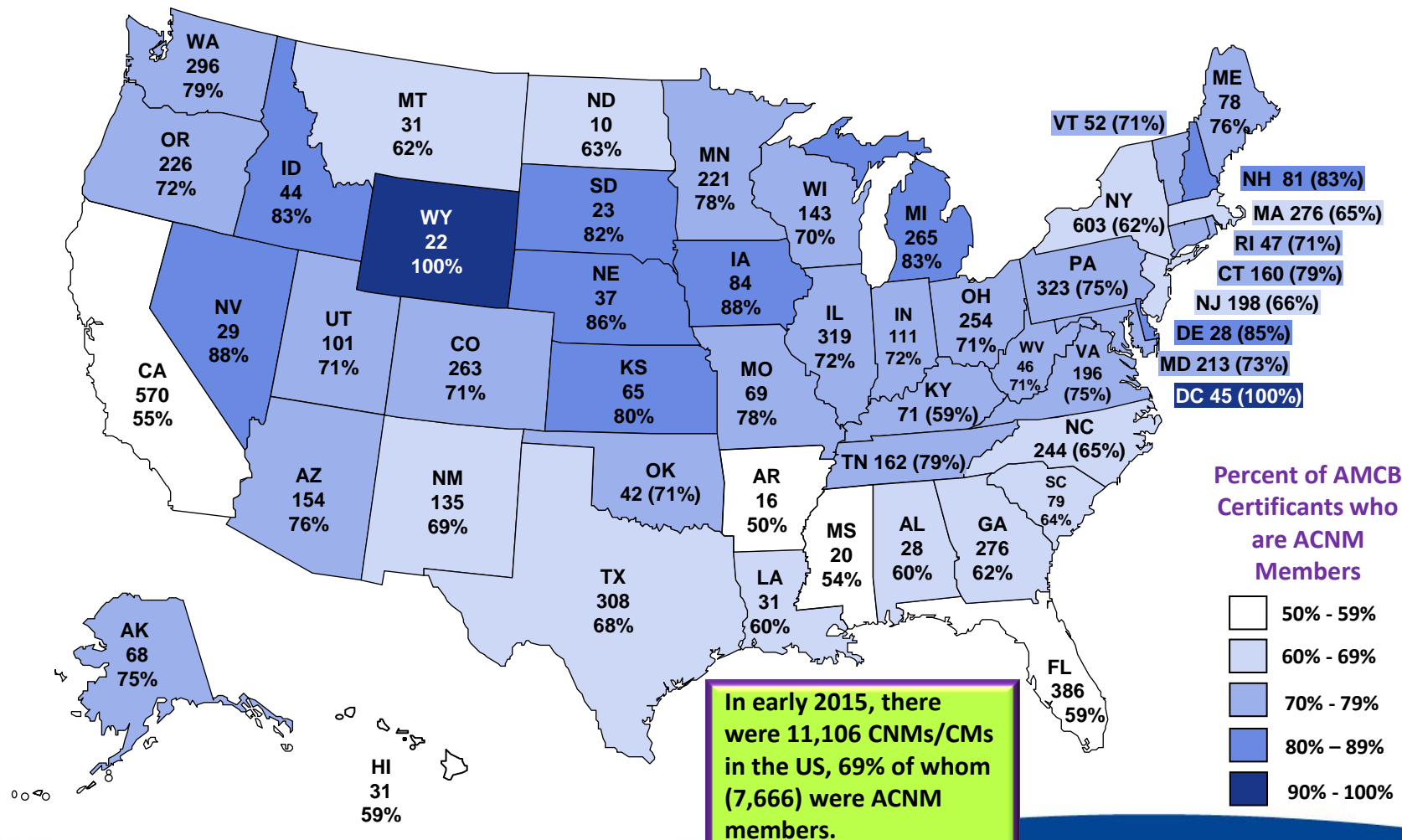
<http://factfinder.census.gov/faces/tableservices/jsf/pages/productview.xhtml?src=bkmk>)



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Number of ACNM Members and Percent of AMCB Certificants who are ACNM Members – 2015



Source: Number of CNMs/CMs per AMCB (February 2015) (see: <http://www.amcbmidwife.org/docs/default-document-library/number-of-cn-cm-by-state-february-2015.pdf?sfvrsn=2>)

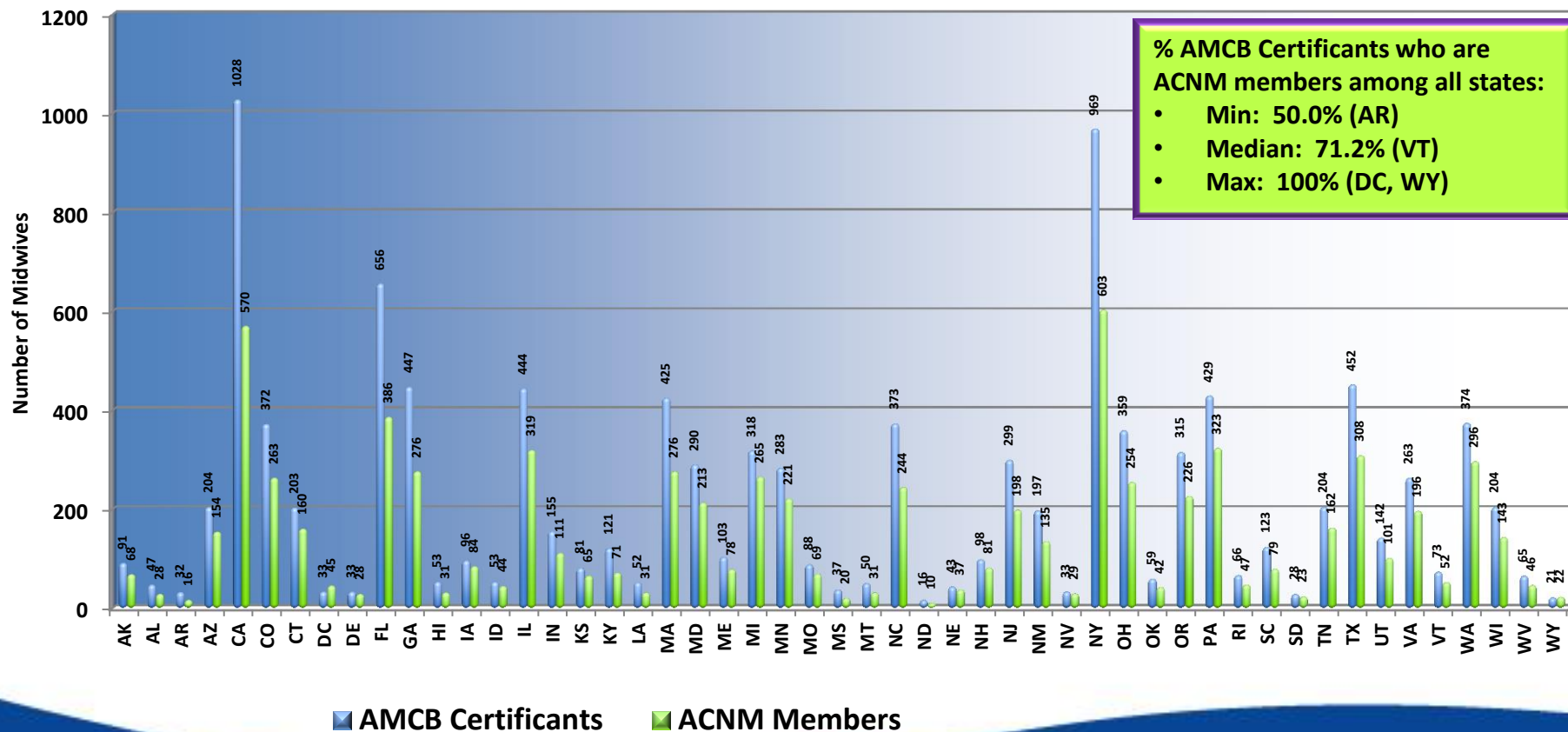
Number of ACNM members per ACNM member database (May 2015).



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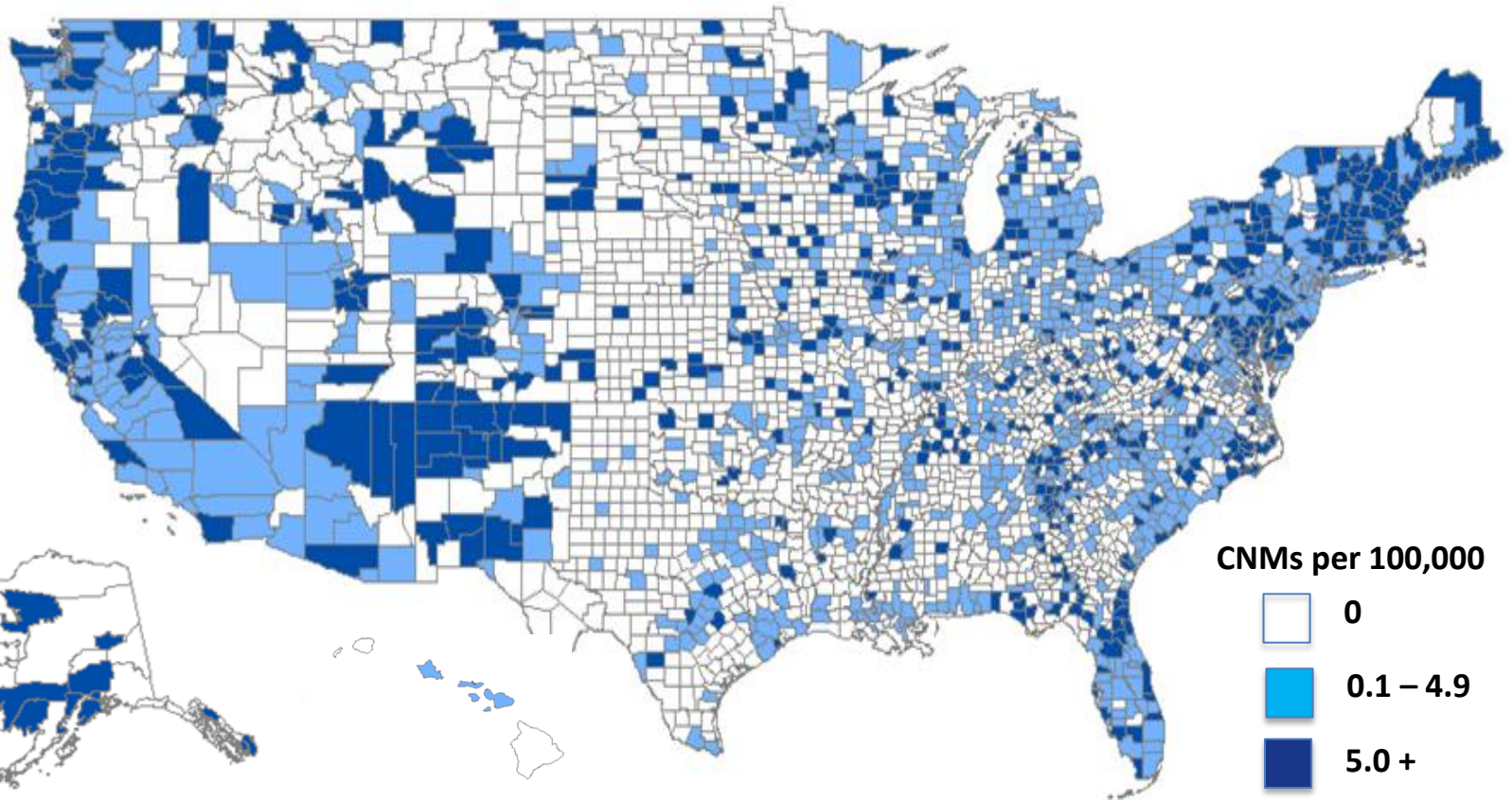
AMCB Certified Midwives vs. ACNM Members - 2015



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CNMs/CMs per 100,000 Population – 2011



Out of 3,142 U.S. Counties, 1,758 (56%) have no CNM.

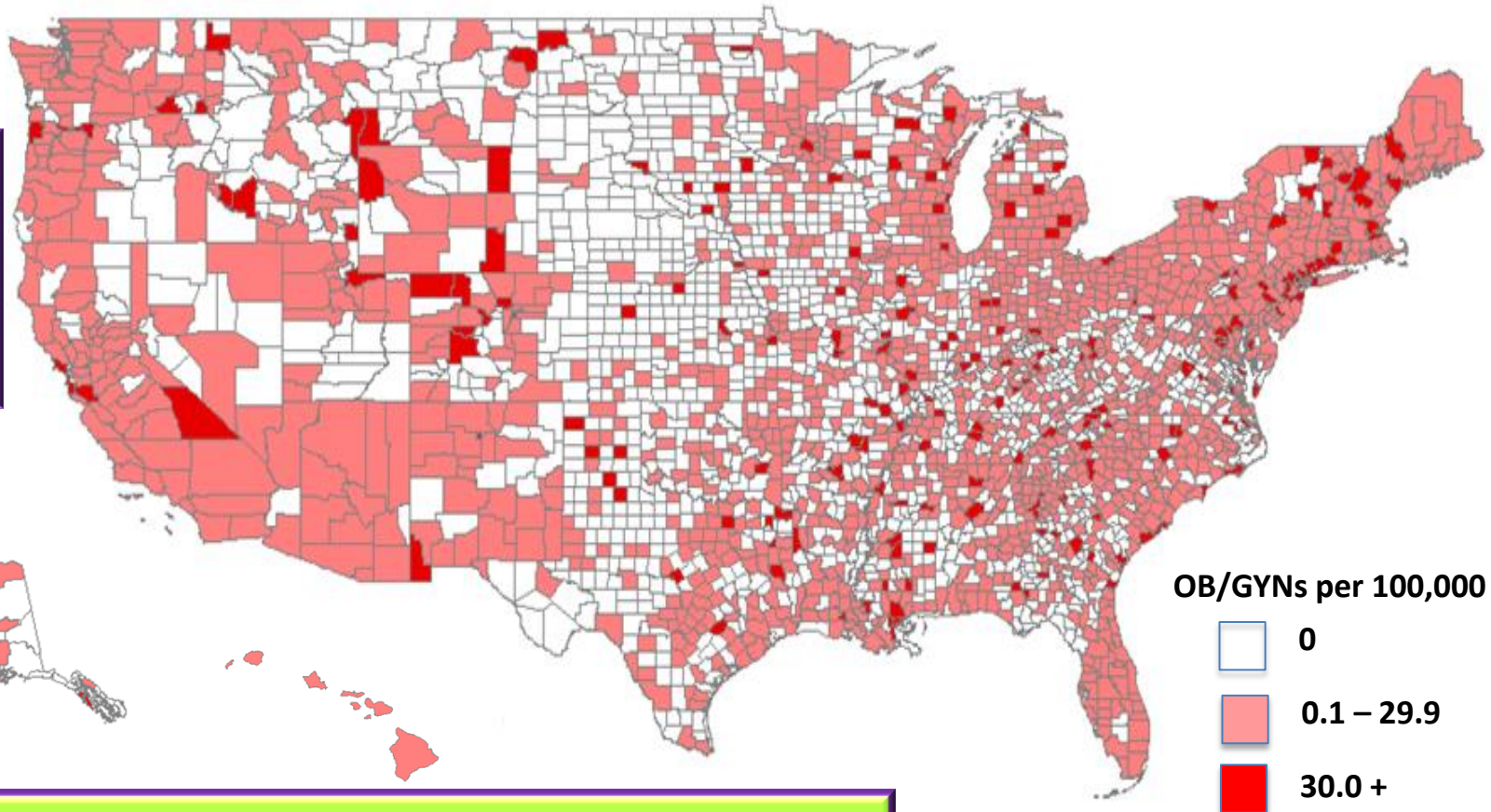


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Obstetrician/Gynecologists per 100,000 Population – 2011

ACOG estimates that in 2011, there were 9.5 million women living in a county without a single OB/GYN.



Out of 3,142 U.S. Counties, 1,459 (46%) have no OB/GYN.

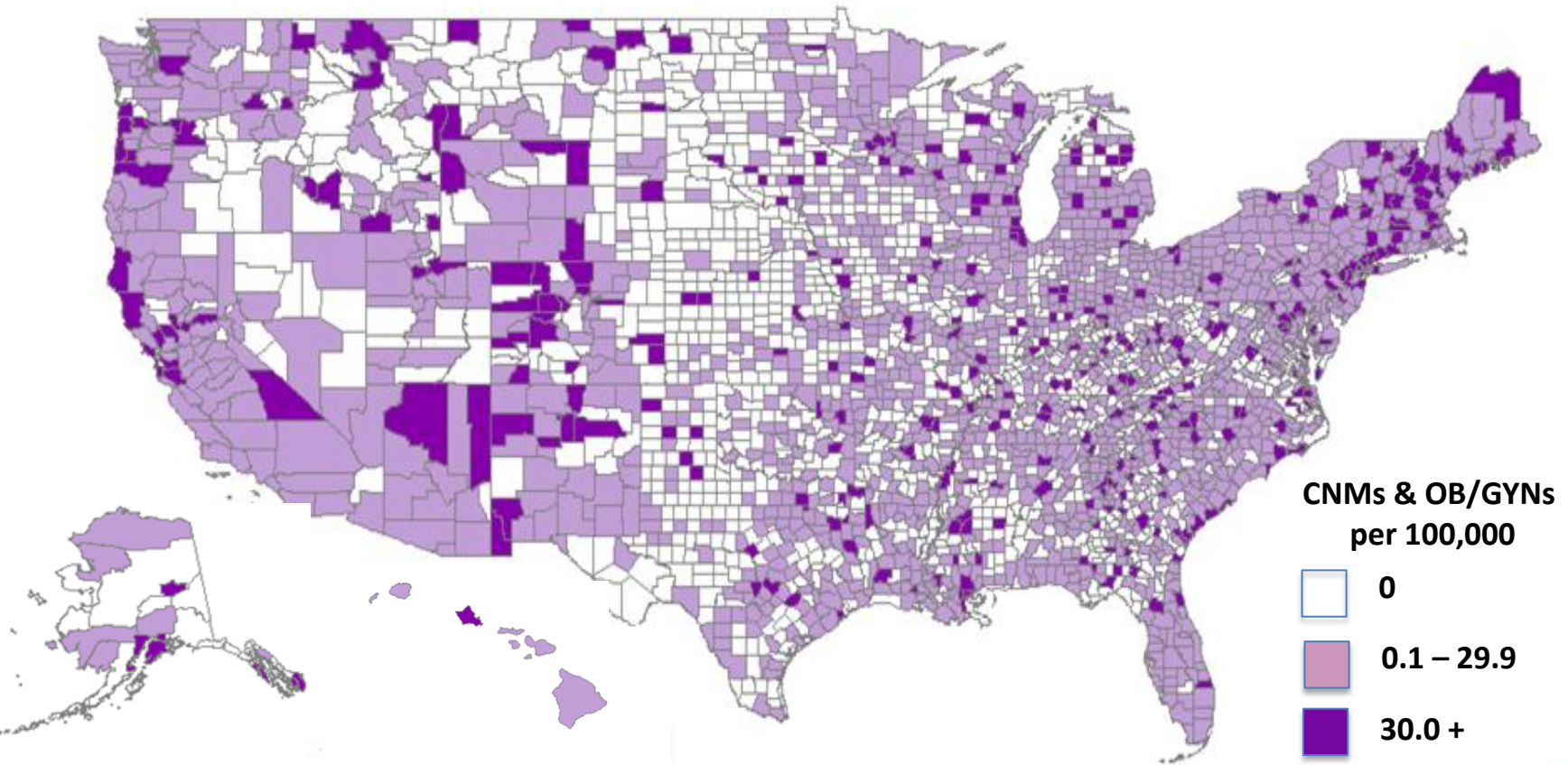
Source: Area Resource File. Slide originally created on 3/1/2014 by Kate Crawford, Birth by the Numbers (www.birthbythenumbers.org)
See also: "The Obstetrician Gynecologist Workforce in the United States, Facts, Figures, and Implications," American Congress of Obstetricians and Gynecologists, 2011



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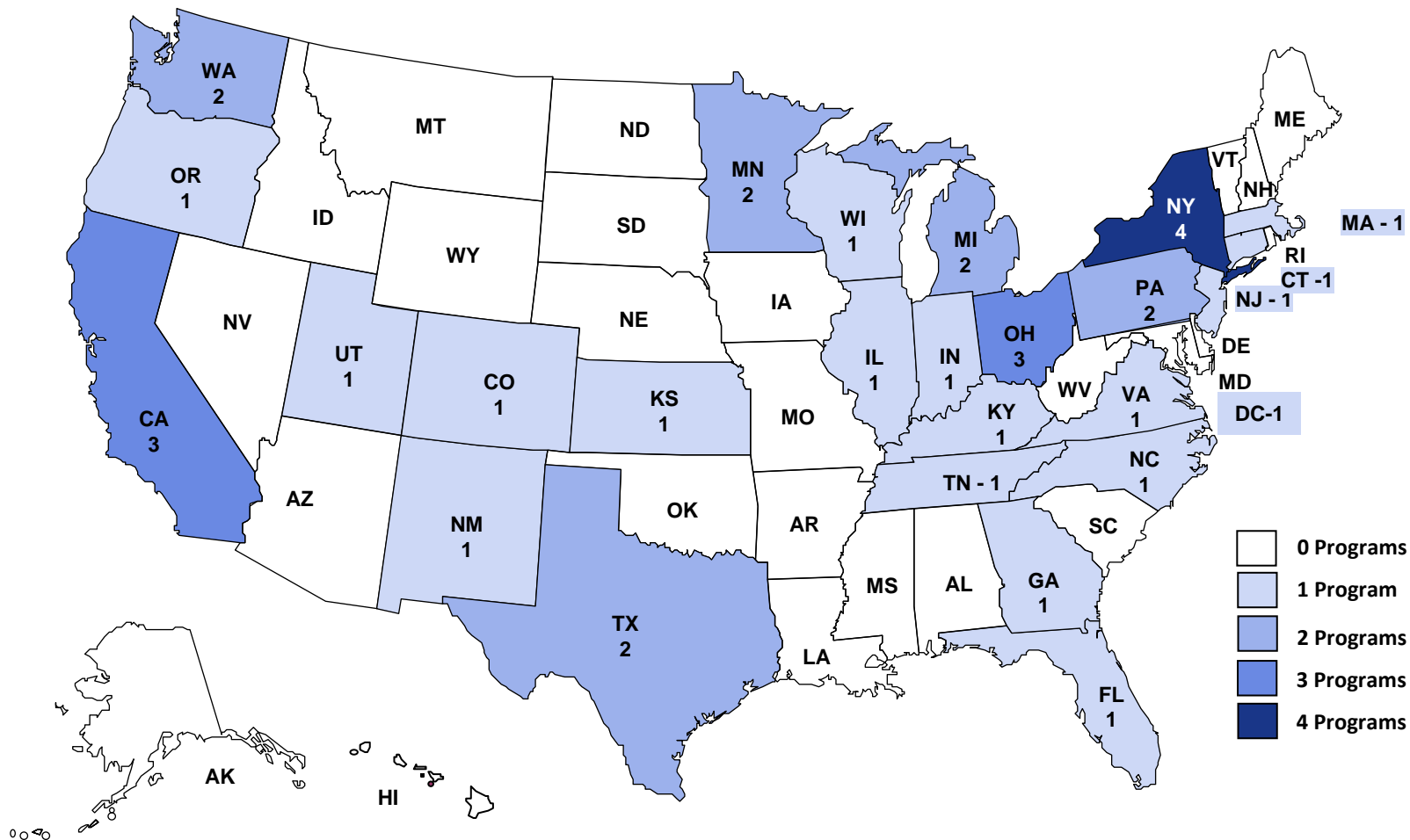
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CNMs/CMs and OB/GYNs per 100,000 Population – 2011



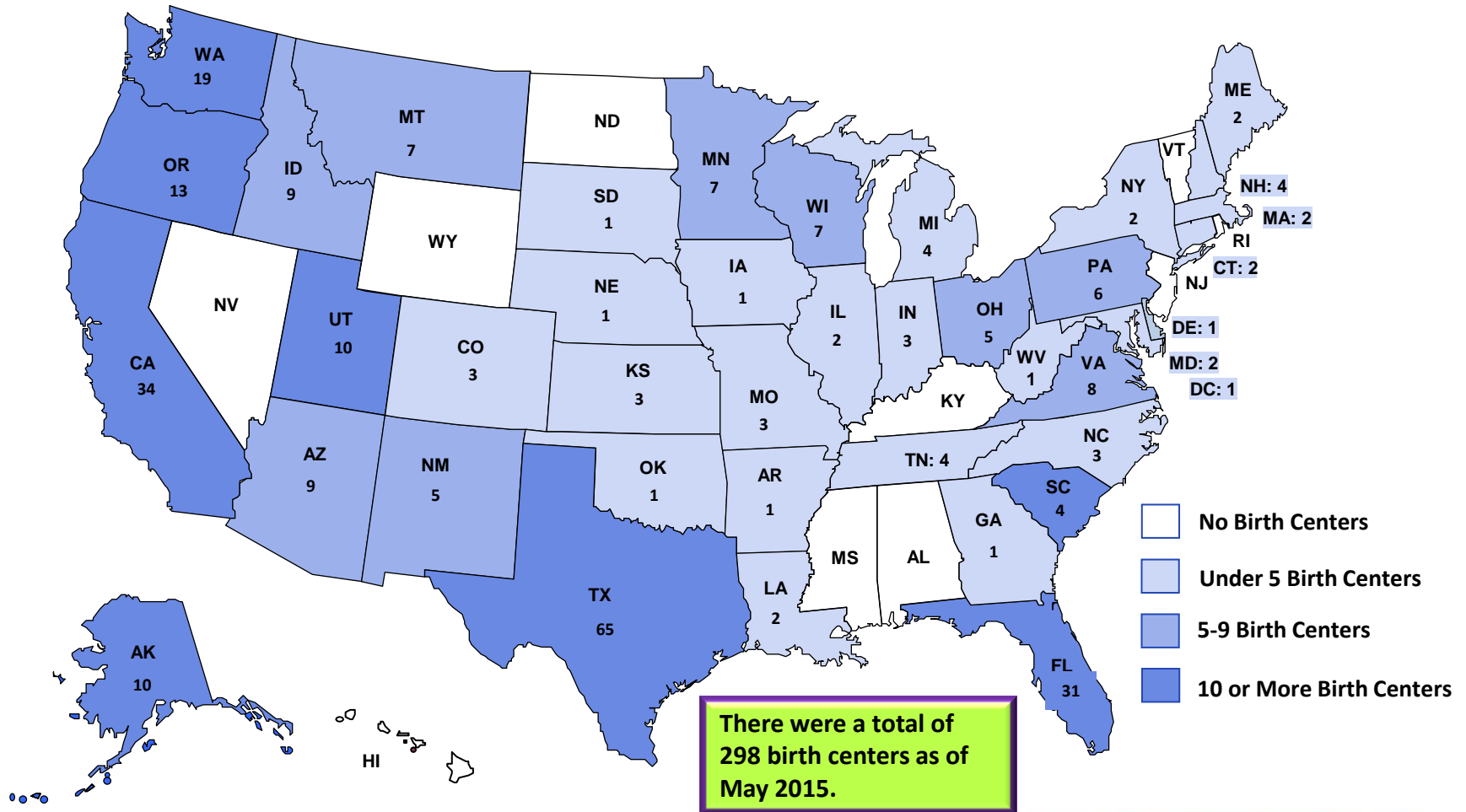
Out of 3,142 U.S. Counties, 1,263 (40%) have no CNM or OB.

Number of Midwifery Education Programs by State – 2015



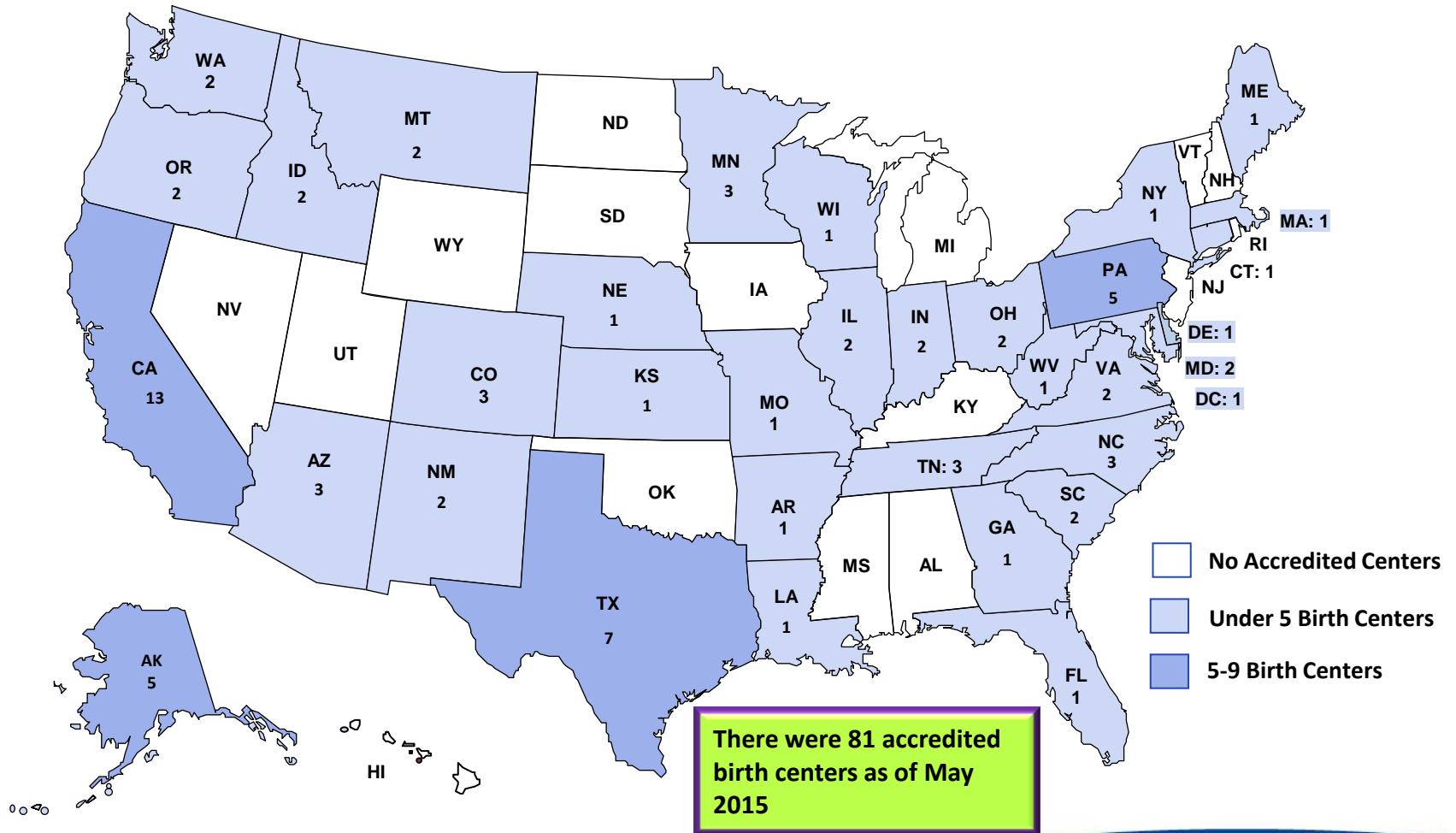
Total Number of Birth Centers per State (Accredited and Non-Accredited) - 2015

Accreditation by Commission for the Accreditation of Birth Centers (CABC); Does Not Include Pending Accreditations



Number of Accredited Birth Centers Per State - 2015

Accreditation by Commission for the Accreditation of Birth Centers (CABC); Does Not Include Pending Accreditations



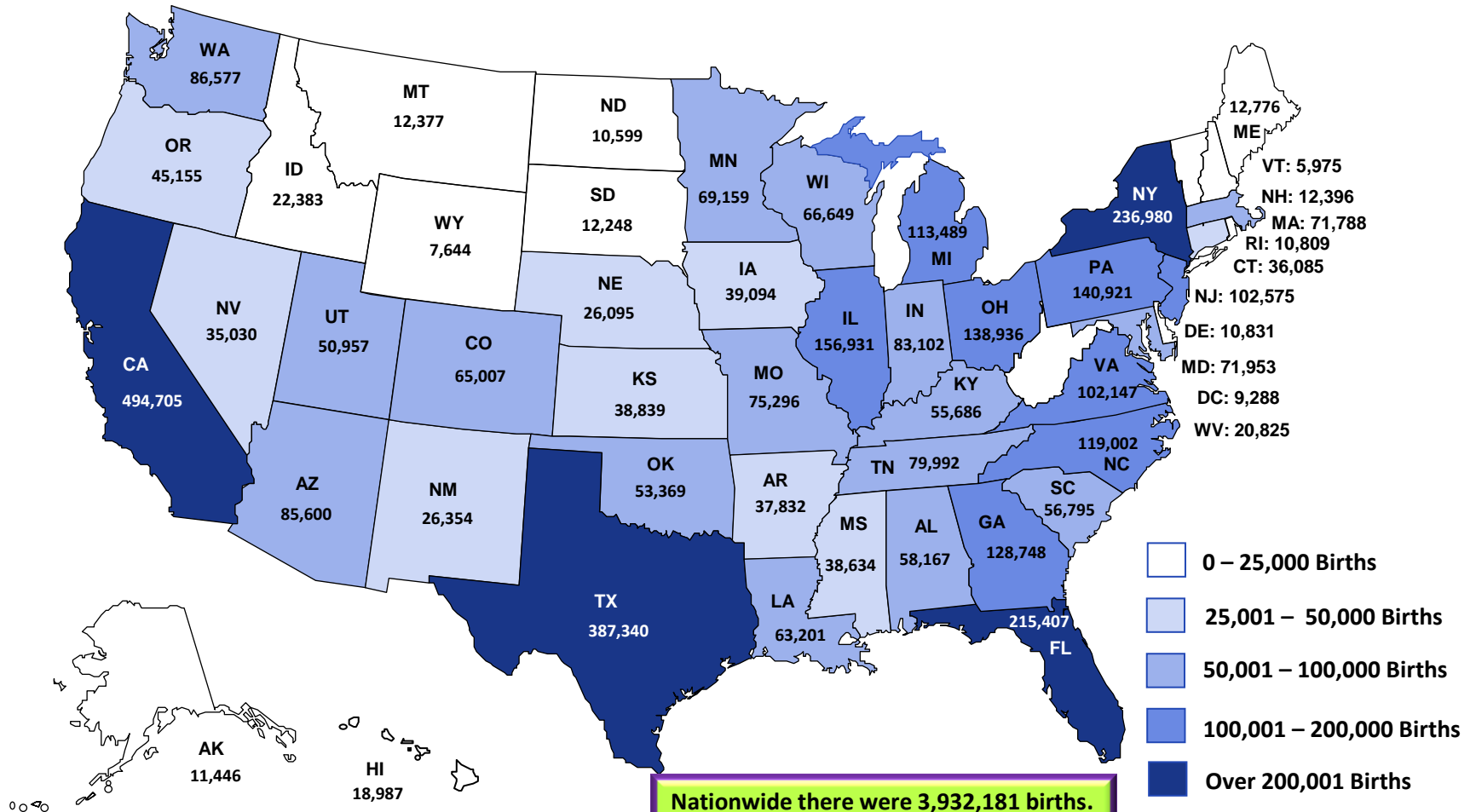
Birth Demographics



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Total Births Per State - 2013

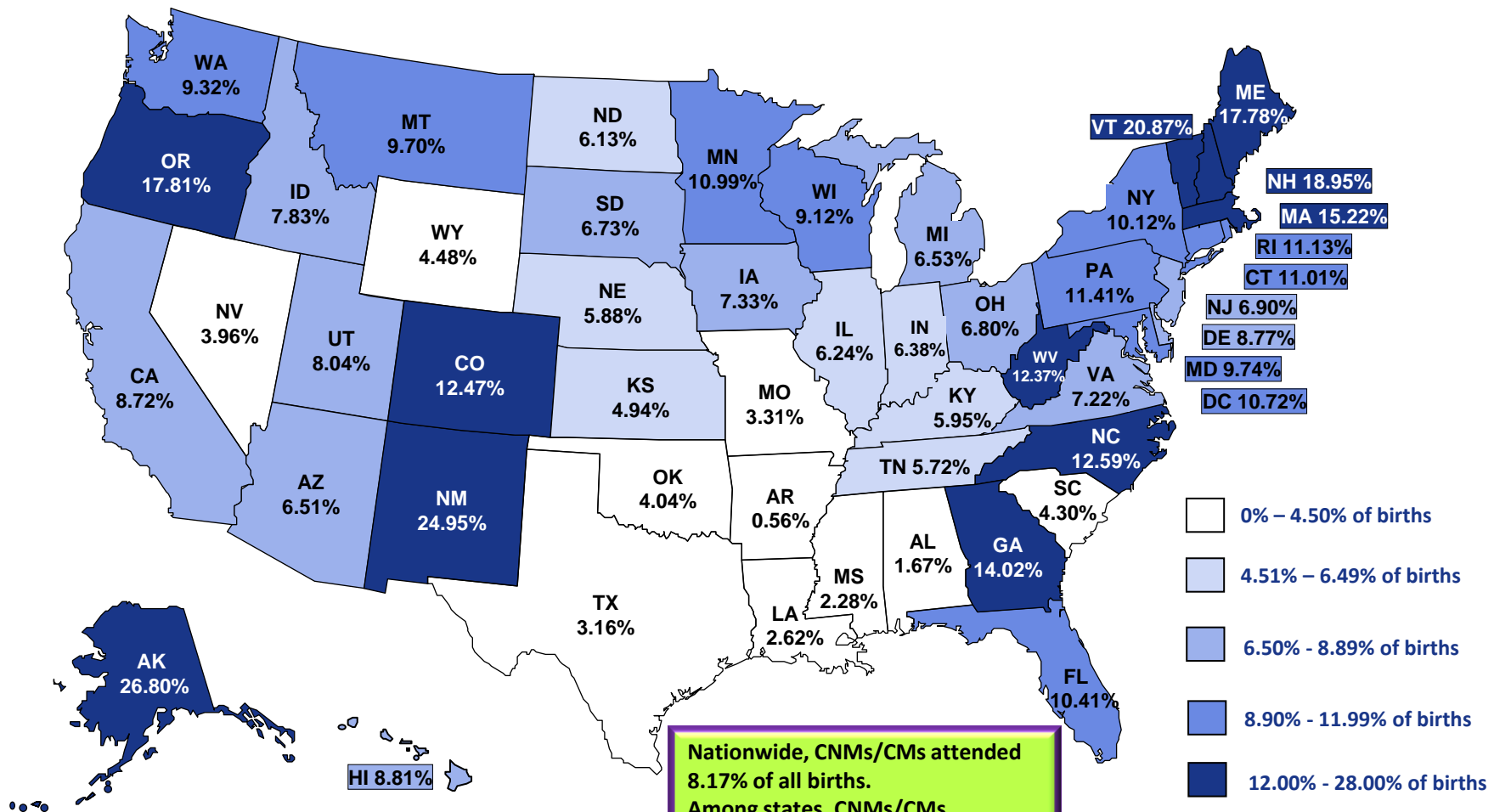


Nationwide there were 3,932,181 births.

Among states, there were:

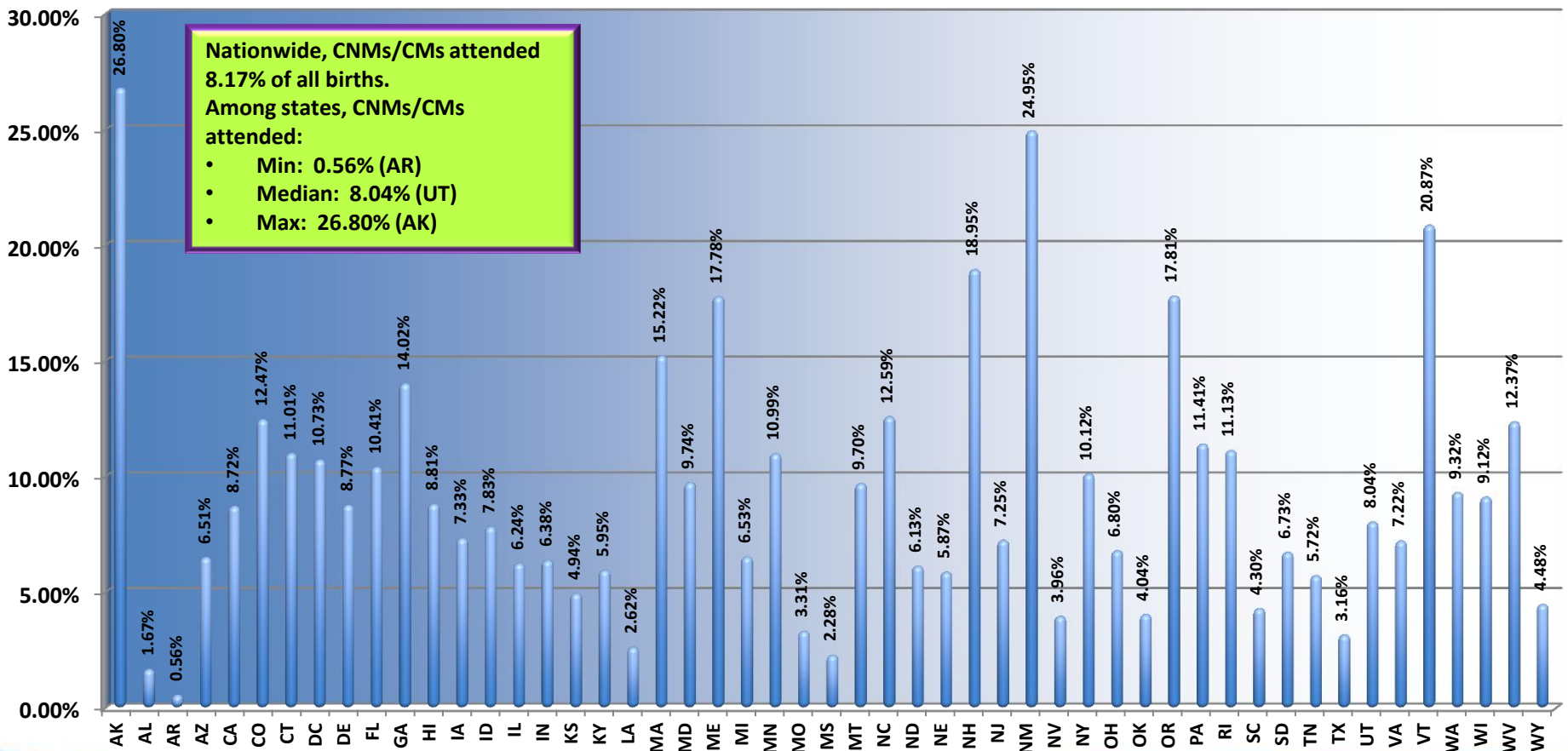
- Min: 5,975 (VT)
- Median: 55,686 (KY)
- Max: 494,705 (CA)

Percent of Births Attended by CNMs/CMs - 2013



Source: CDC/NCHS, National Vital Statistics System. Birth certificate data is known to contain errors and misattribution and should be understood to be less than 100% accurate.

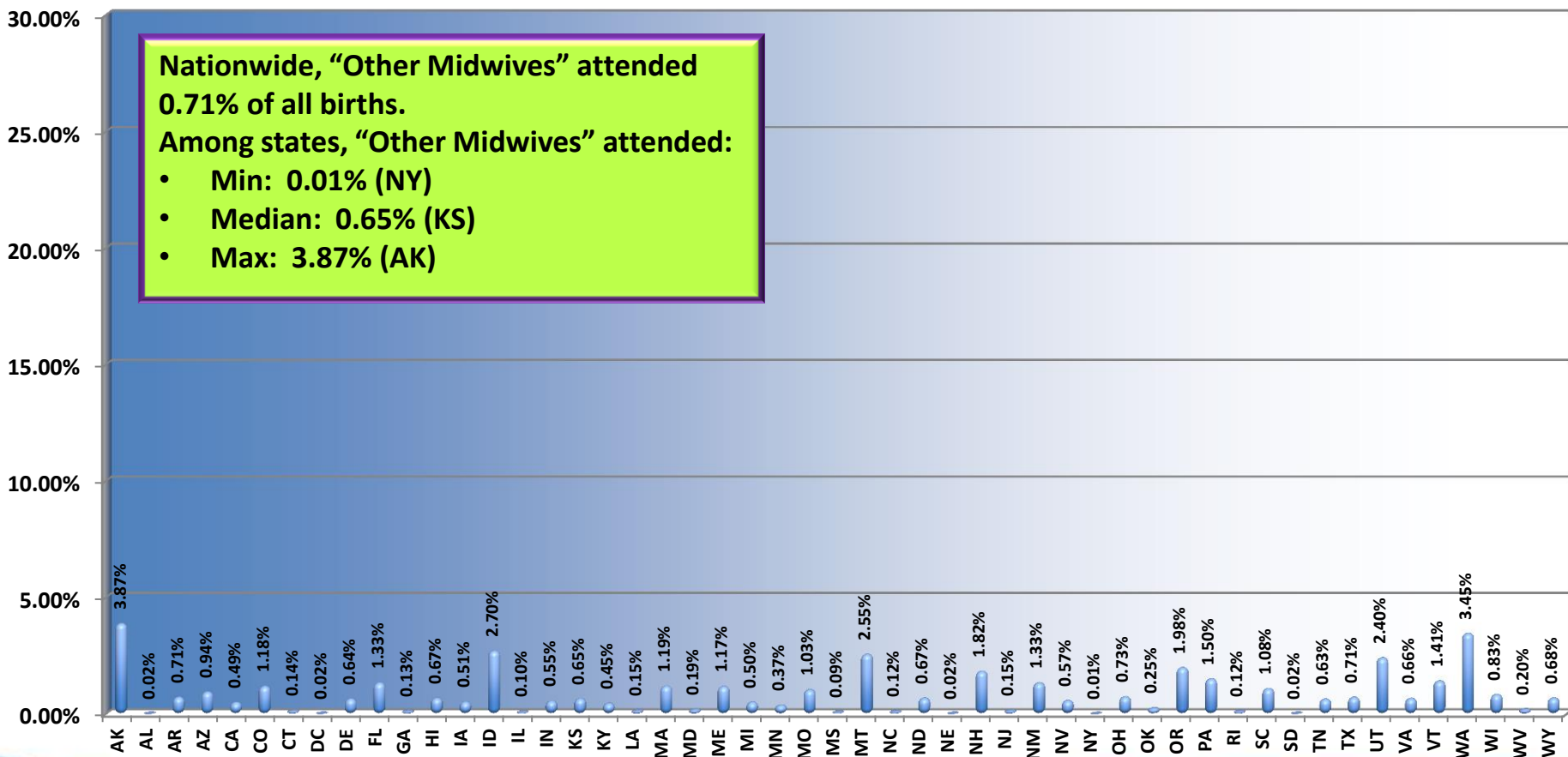
Percent Total Births Attended by CNMs/CMs – 2013



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Percent Total Births Attended by “Other Midwives” – 2013



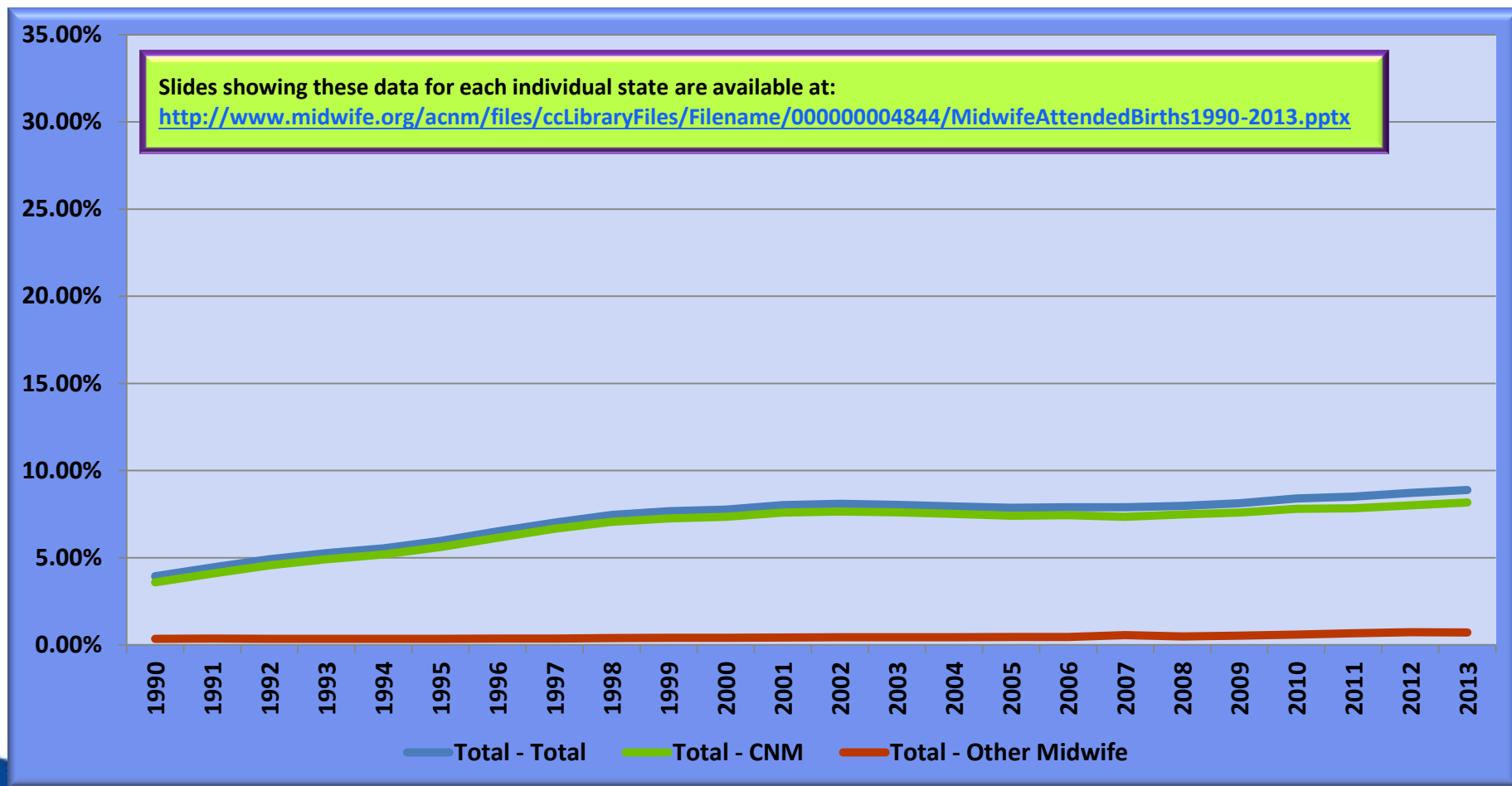
Source: CDC/NCHS, National Vital Statistics System. Birth certificate data is known to contain errors and misattribution and should be understood to be less than 100% accurate. “Other Midwives” is terminology from the standardized birth certificate and includes any midwife other than a CNM/CM.



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Percent of All US Births Attended by Midwives –1990 - 2013



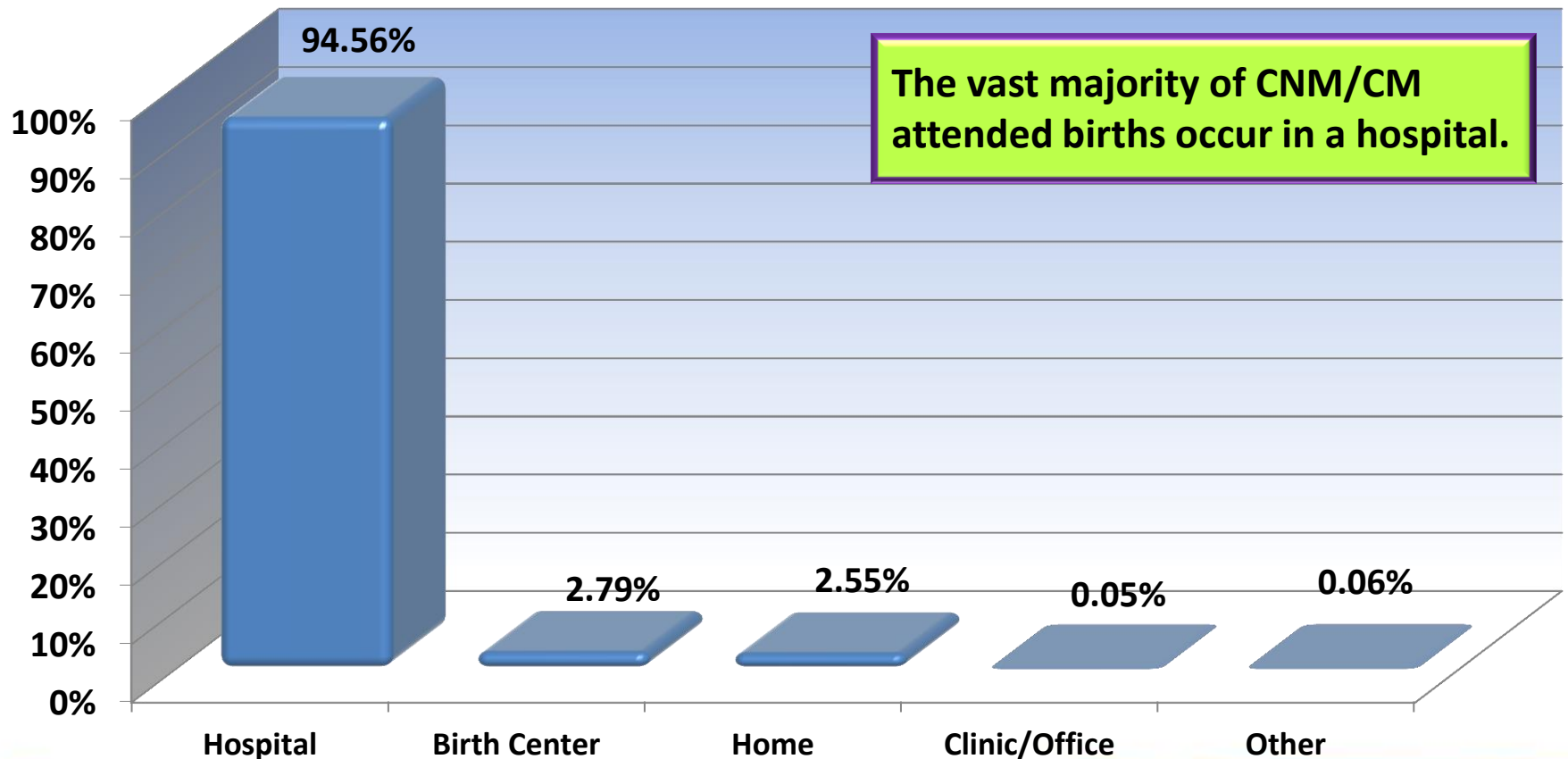
Source: CDC/NCHS, National Vital Statistics System. Birth certificate data is known to contain errors and misattribution and should be understood to be less than 100% accurate. Note that CDC data reports on "CNM" attended births, but in states where CMs are licensed, births they attend would be listed under the "CNM" total.



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CNM/CM Attended Births by Location - 2013



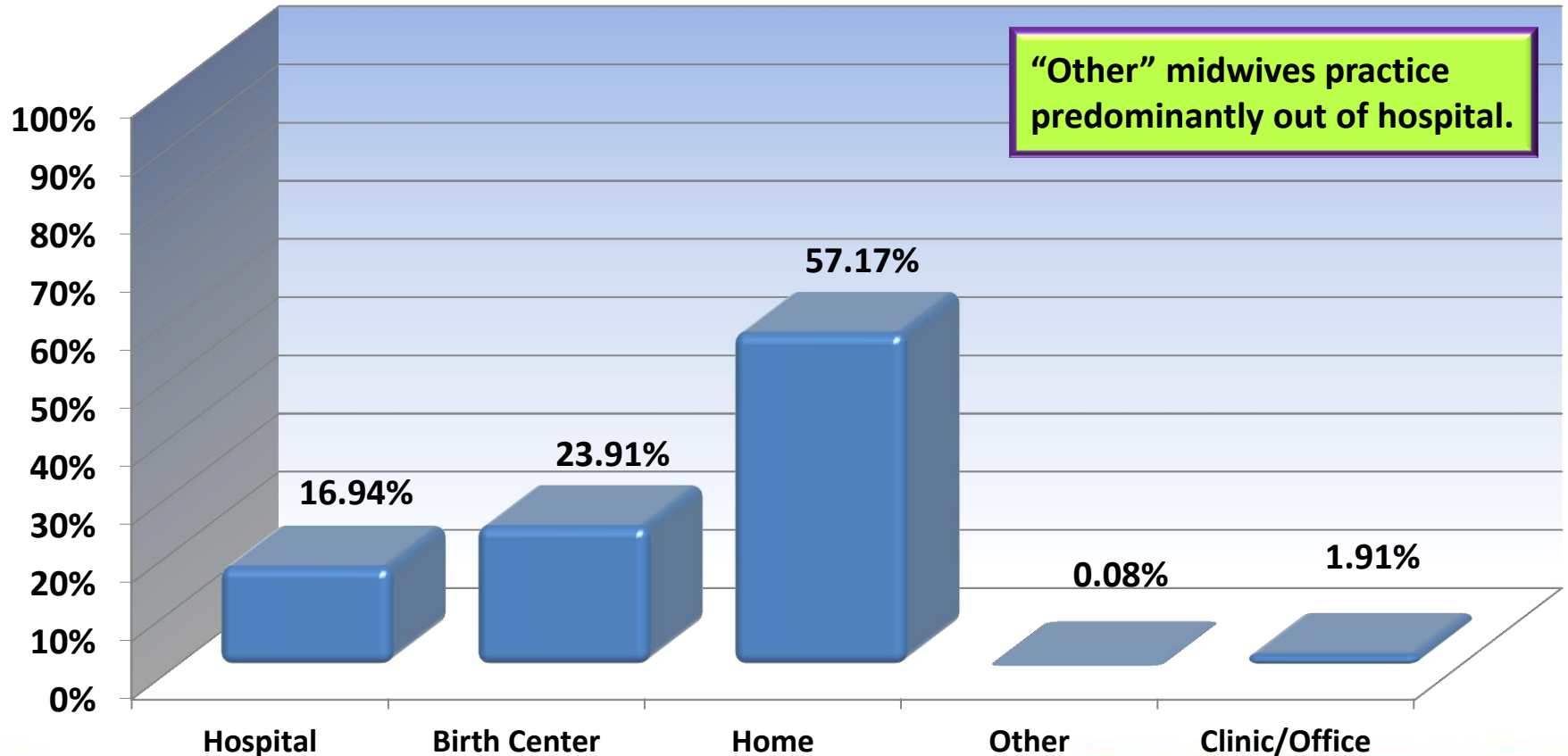
Source: CDC/NCHS, National Vital Statistics System. Birth certificate data is known to contain errors and misattribution and should be understood to be less than 100% accurate. Reflects data from states where birth location is reported on birth certificate.



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“Other” Midwife Attended Births by Location - 2013



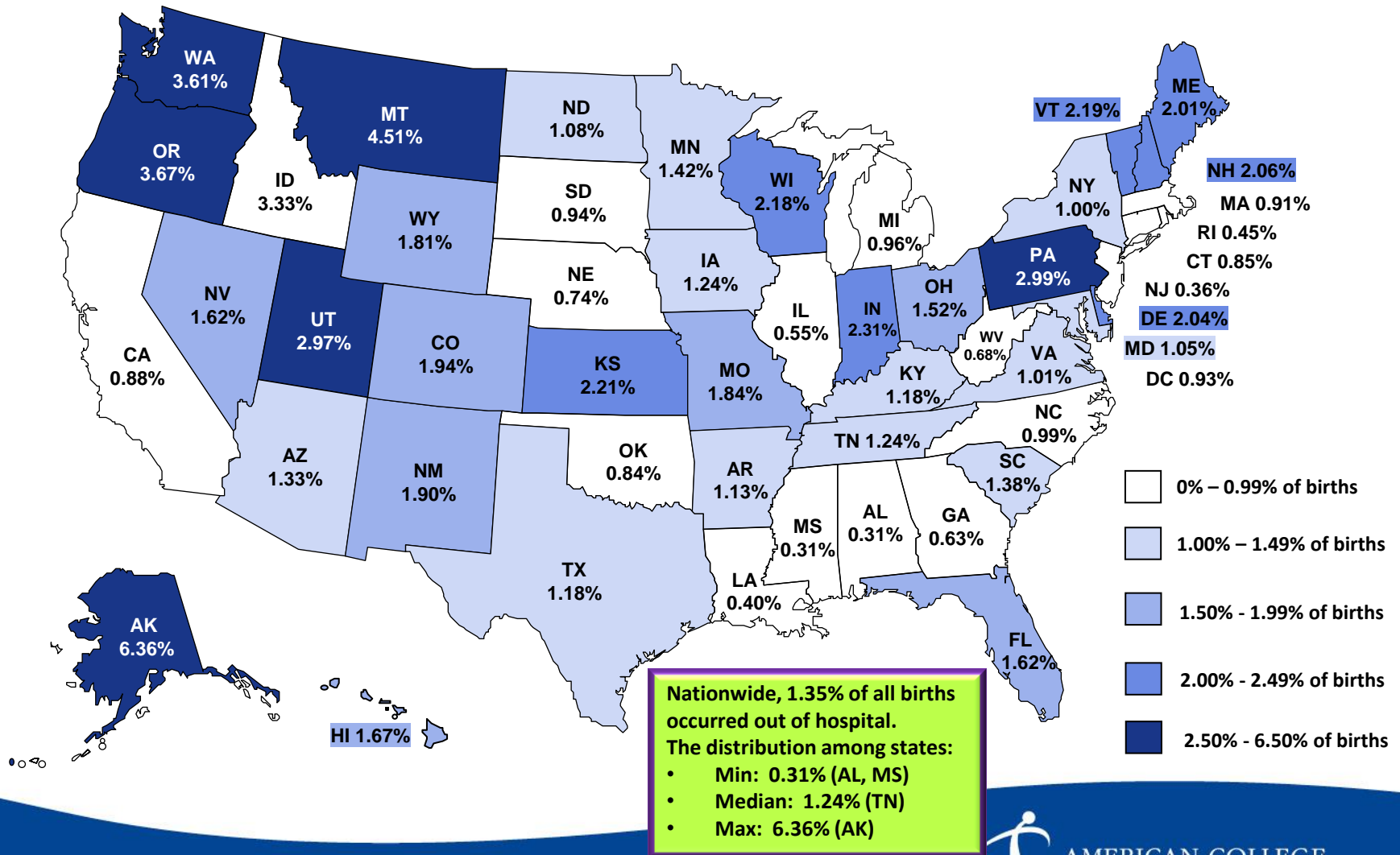
Source: CDC/NCHS, National Vital Statistics System. Birth certificate data is known to contain errors and misattribution and should be understood to be less than 100% accurate. Reflects data from states where birth location is reported on birth certificate.



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Percent of Births Occurring Out of Hospital - 2013



Source: CDC/NCHS, National Vital Statistics System. Birth certificate data is known to contain errors and misattribution and should be understood to be less than 100% accurate.

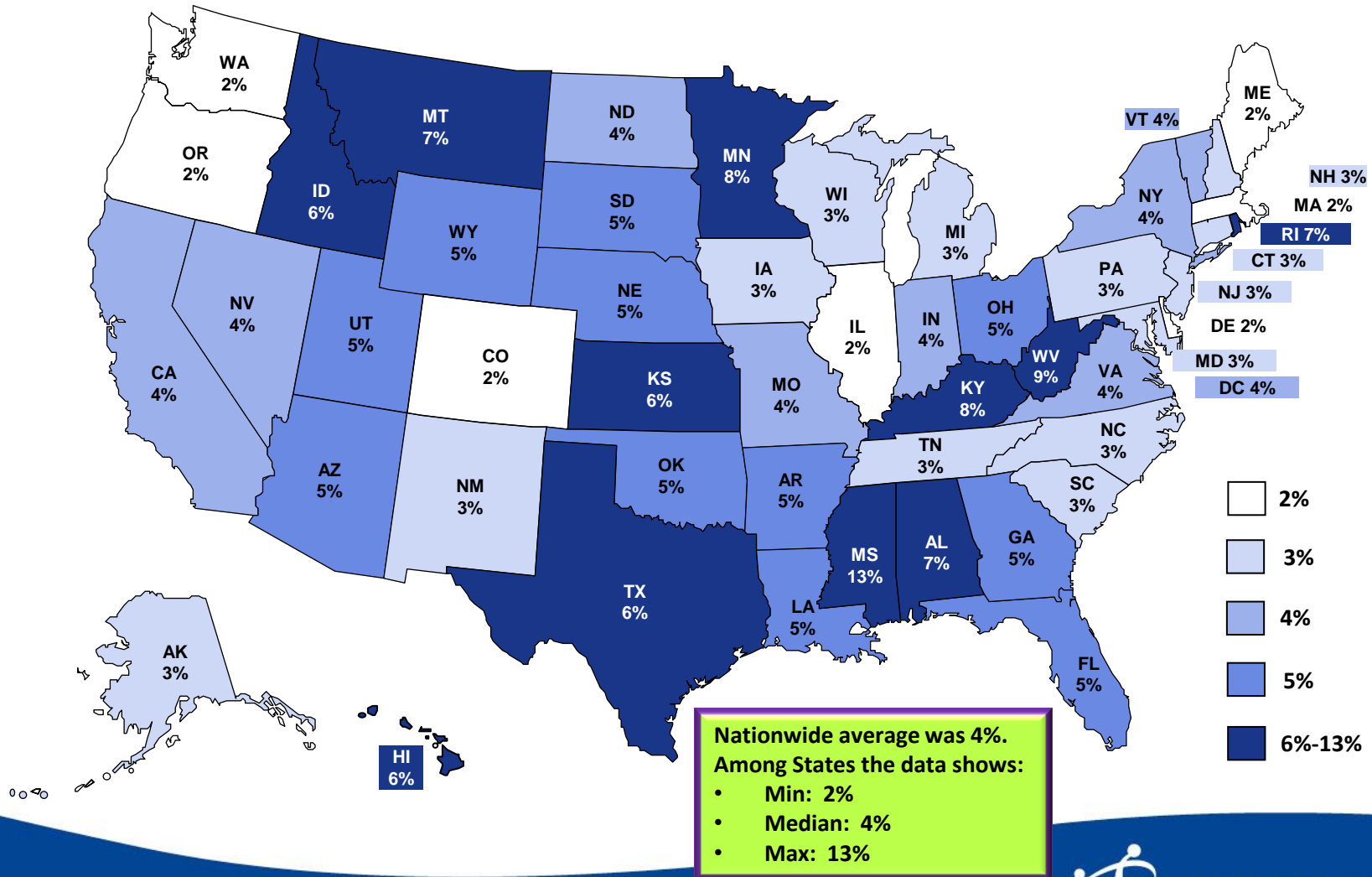
Practice Patterns



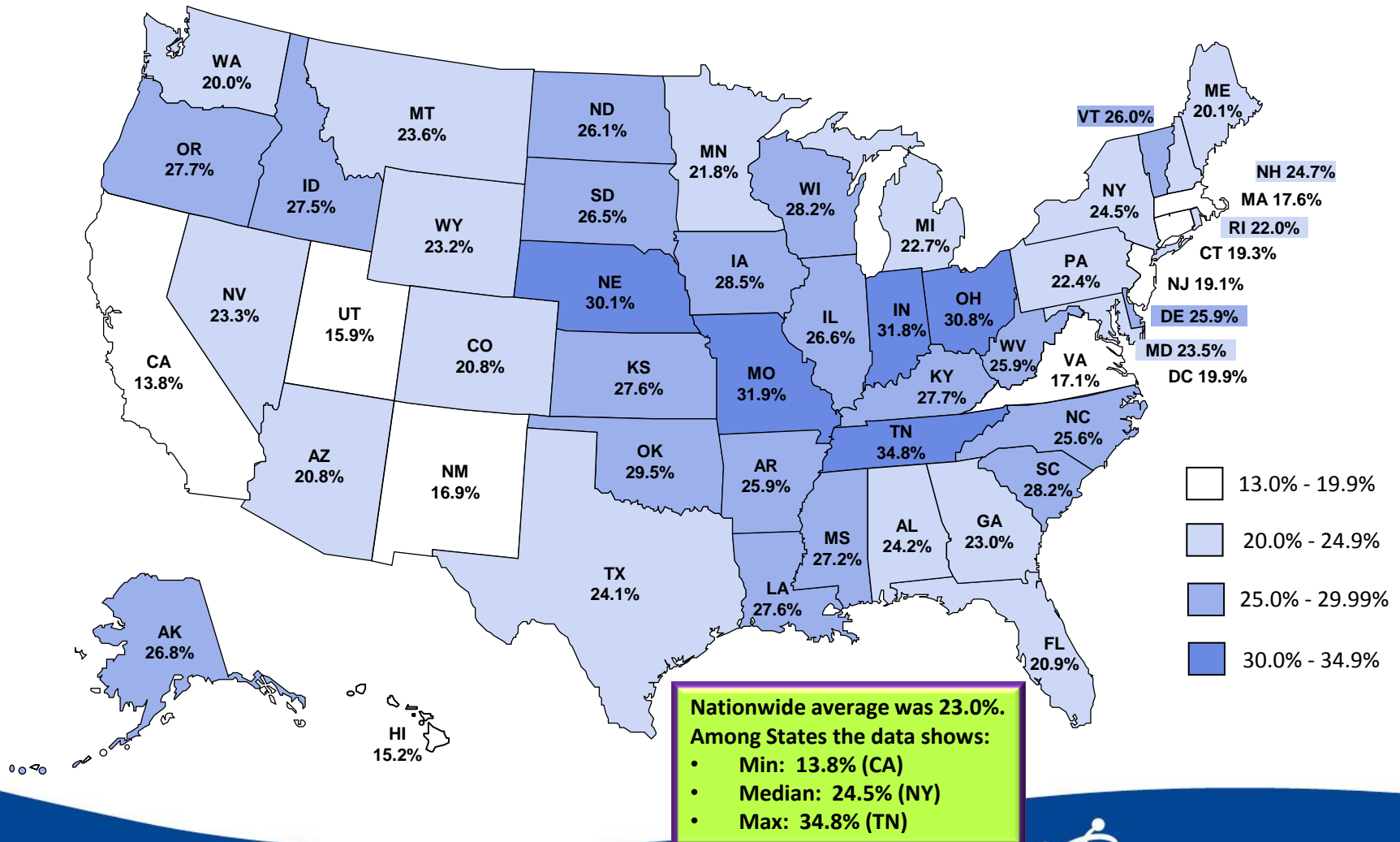
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Rate of Elective Delivery Prior to 39 Weeks Gestation without Medical Indication – Medicare Hospital Inpatient Quality Reporting System: July 2013 – June 2014

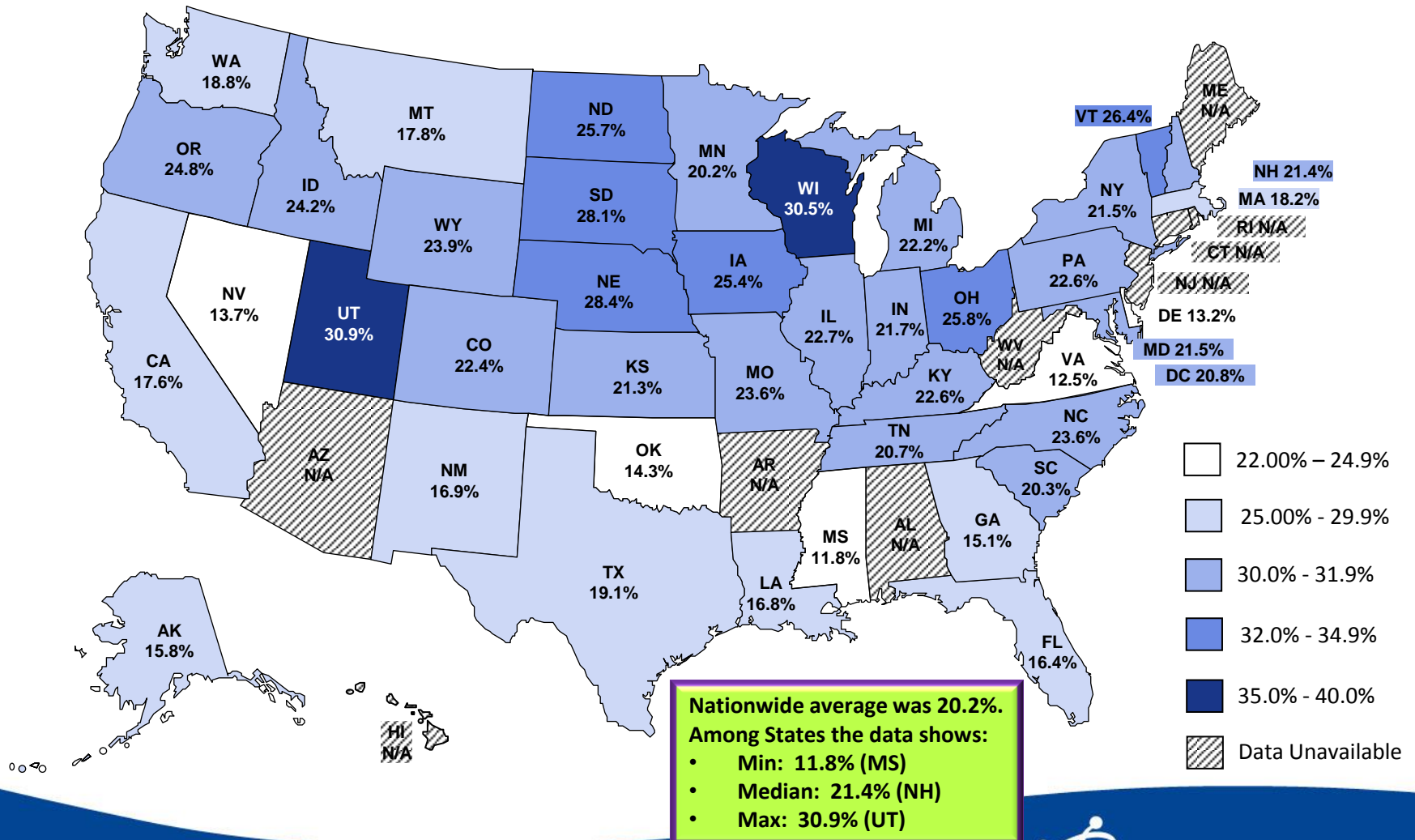


Total Rate of Induction - 2013



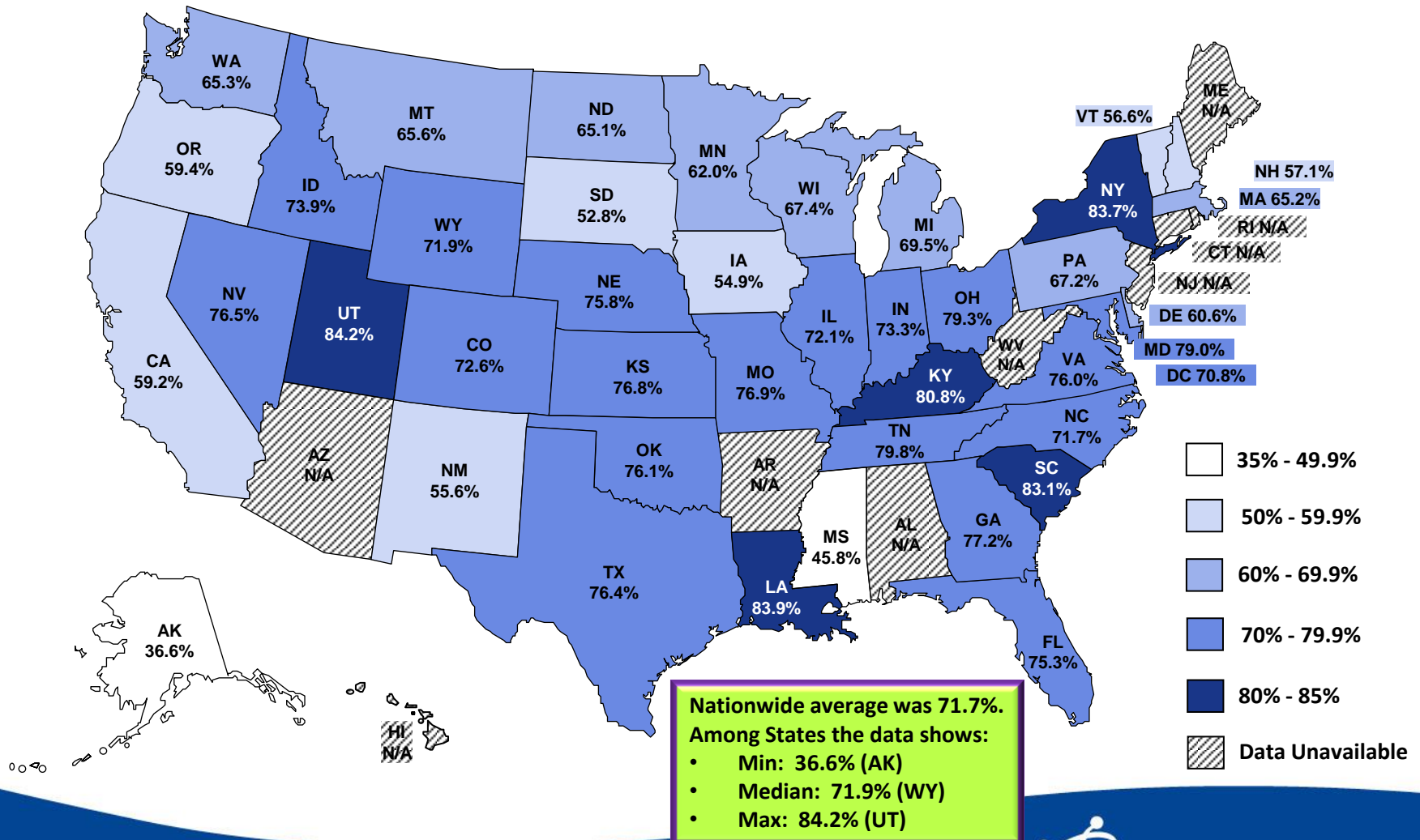
Source: CDC/NCHS, National Vital Statistics System. Birth certificate data is known to contain errors and misattribution and should be understood to be less than 100% accurate.

Total Rate of Augmentation - 2013



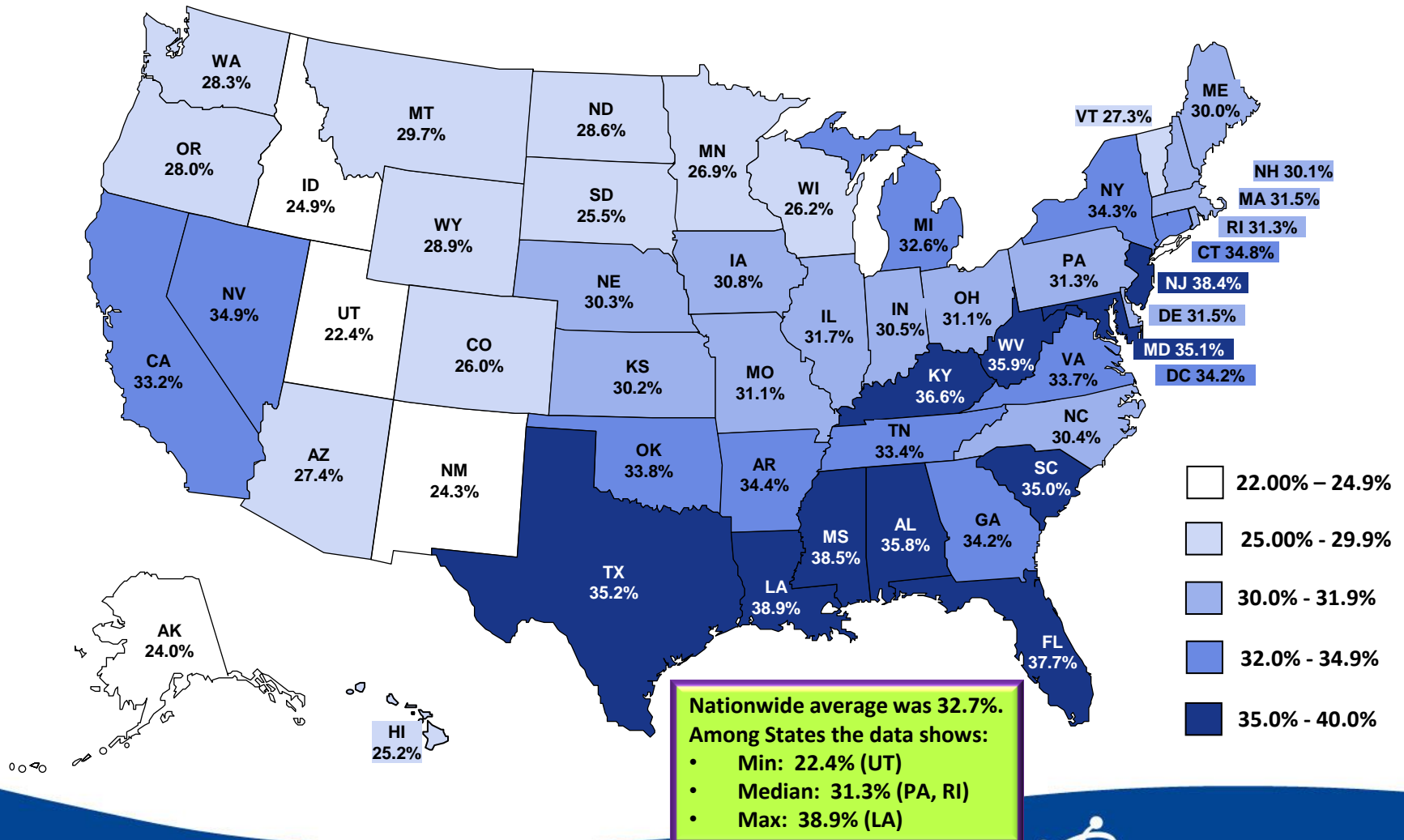
Source: CDC/NCHS, National Vital Statistics System. Birth certificate data is known to contain errors and misattribution and should be understood to be less than 100% accurate.

Total Rate of Epidural - 2013



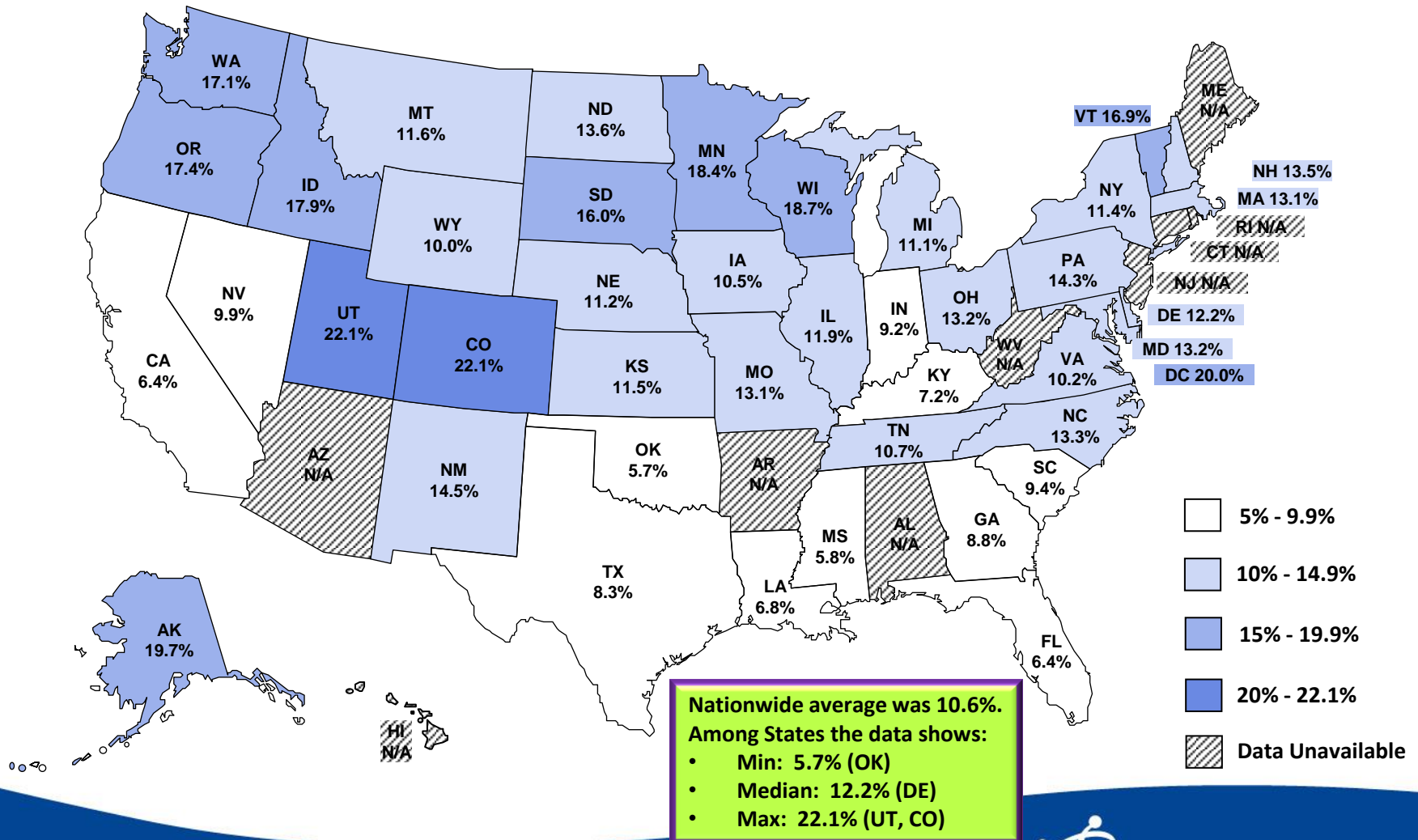
Source: CDC/NCHS, National Vital Statistics System. Birth certificate data is known to contain errors and misattribution and should be understood to be less than 100% accurate.

Total Rate of Cesarean Birth - 2013



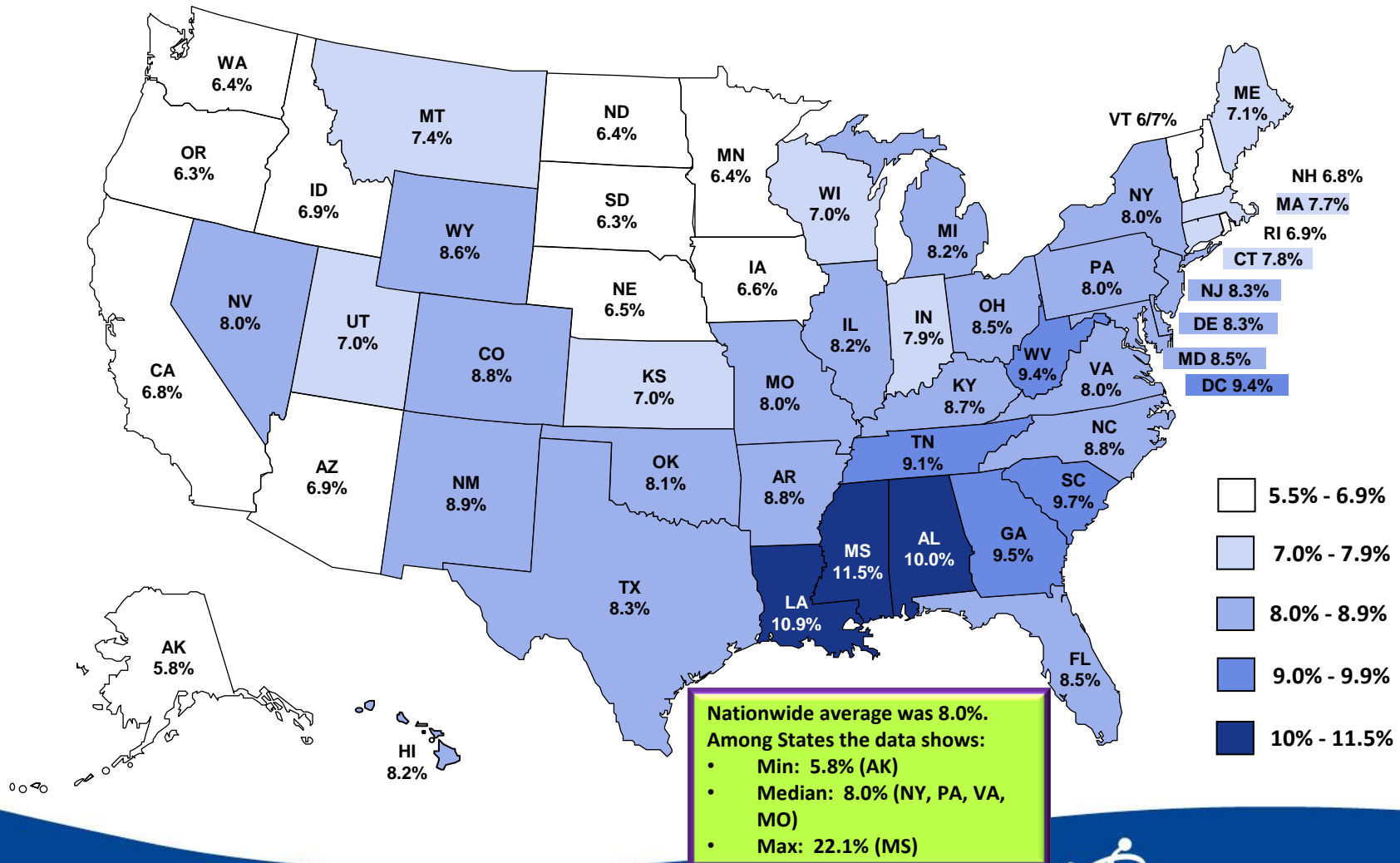
Source: CDC/NCHS, National Vital Statistics System. Birth certificate data is known to contain errors and misattribution and should be understood to be less than 100% accurate.

Percent of Women with Prior Cesarean who Gave Birth Vaginally - 2013



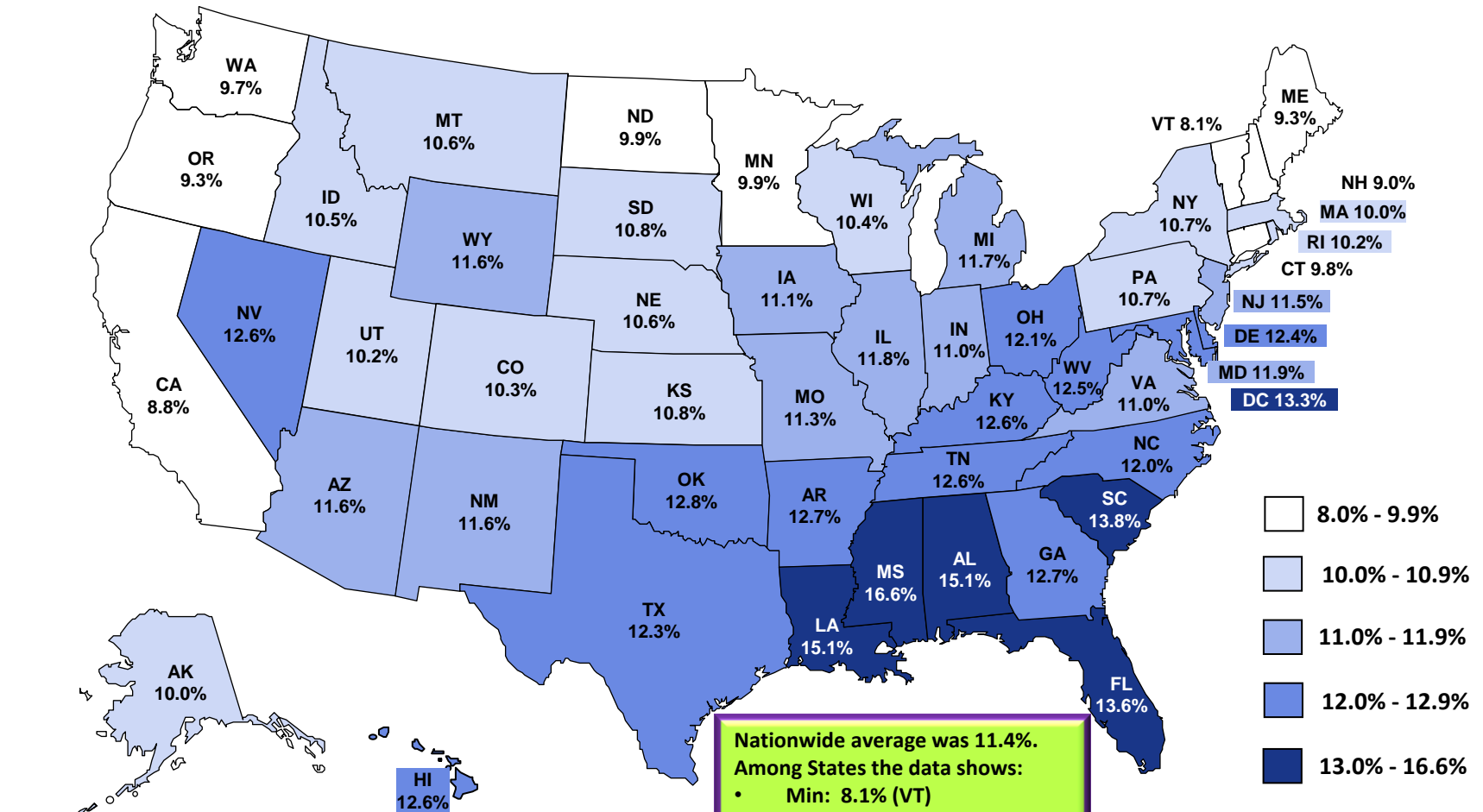
Source: CDC/NCHS, National Vital Statistics System. Birth certificate data is known to contain errors and misattribution and should be understood to be less than 100% accurate.

Total Rate of Low Birth Weight - 2013



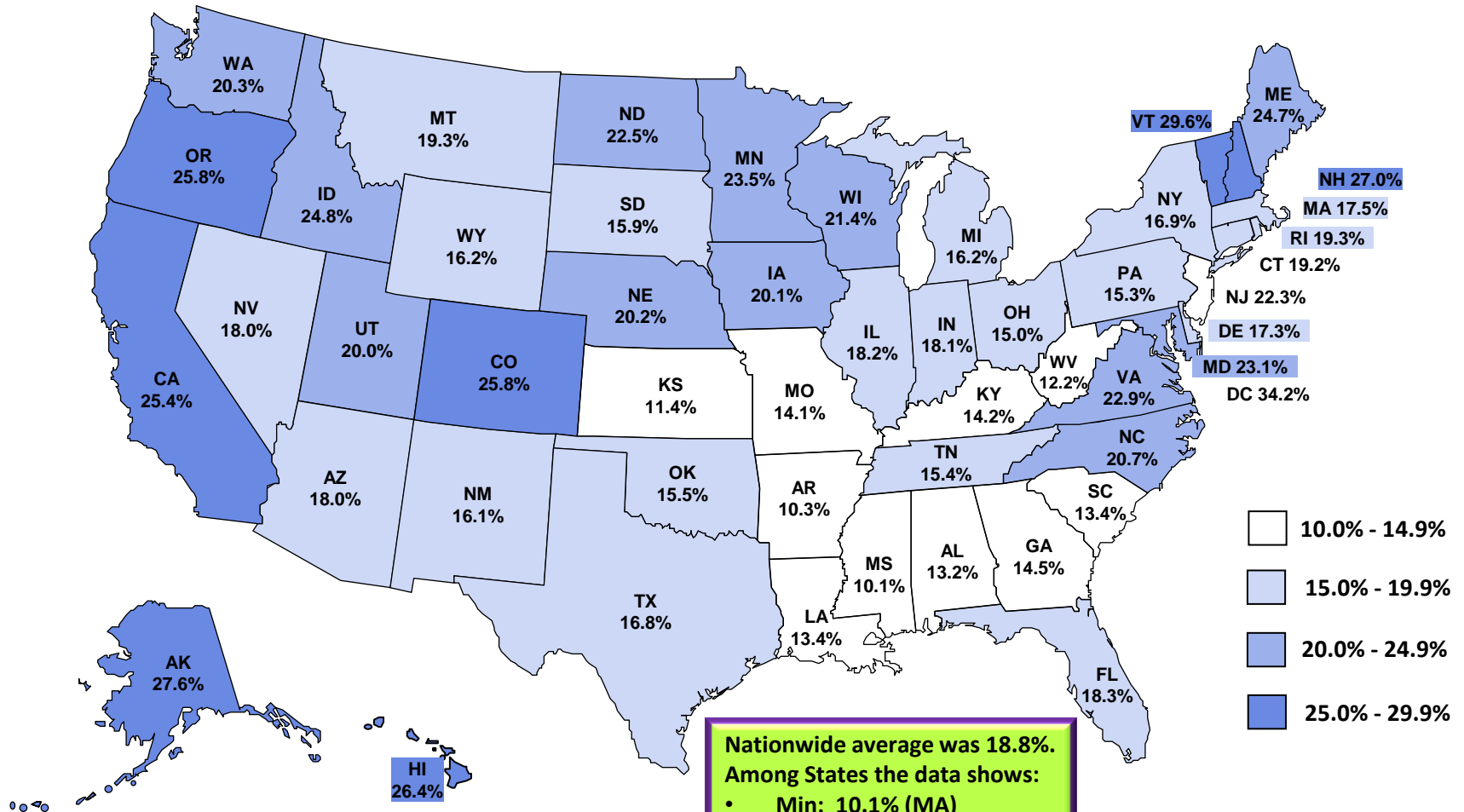
Source: Low birth weight defined as anything less than 2,499 grams. CDC/NCHS, National Vital Statistics System. Birth certificate data is known to contain errors and misattribution and should be understood to be less than 100% accurate.

Total Rate of Pre-Term Birth - 2013



Source: Preterm birth defined as gestation less than 37 weeks. CDC/NCHS, National Vital Statistics System. Birth certificate data is known to contain errors and misattribution and should be understood to be less than 100% accurate.

Exclusive Breastfeeding Through Six Months - 2011



Laws and Regulations Affecting Midwifery

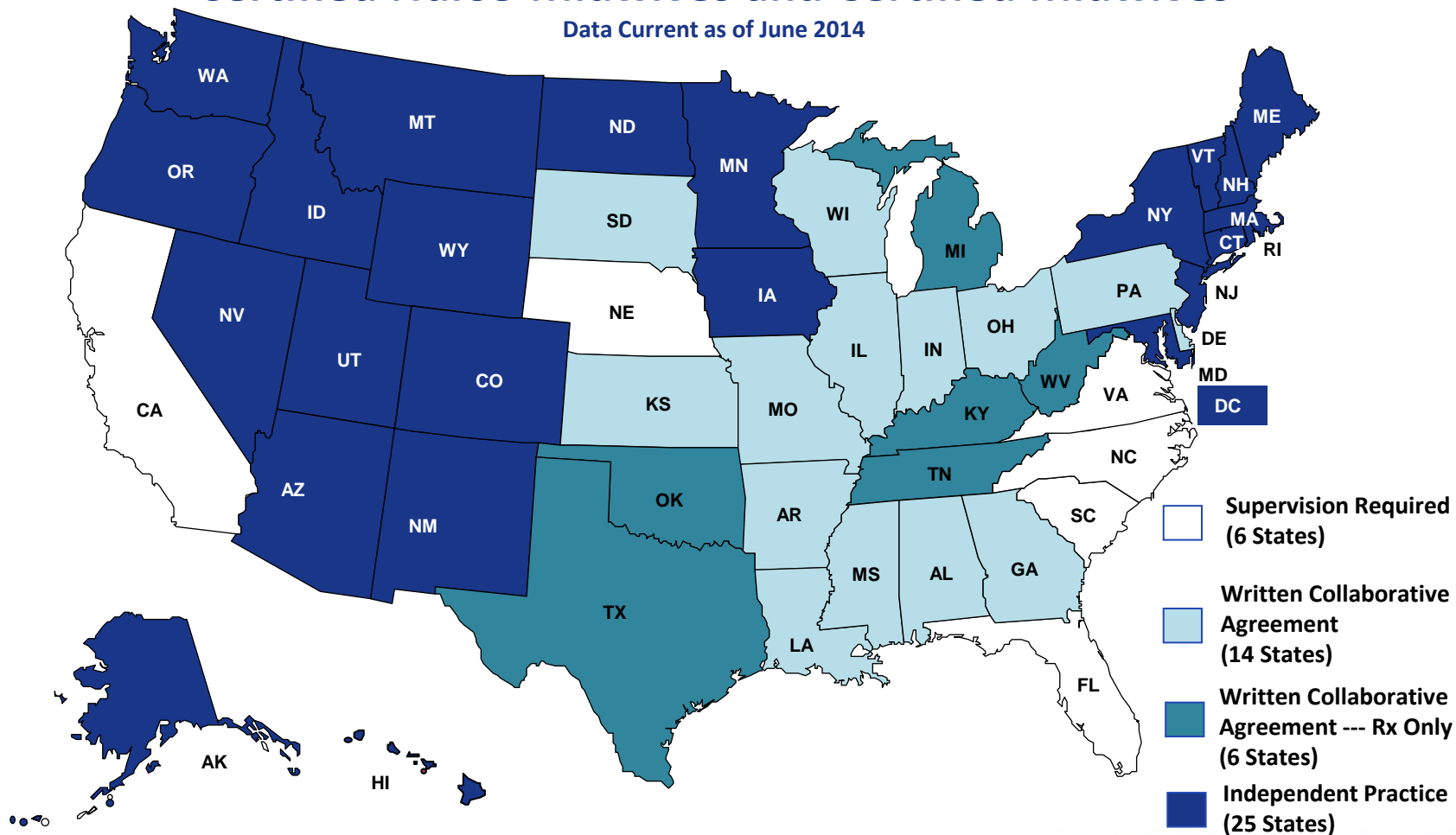


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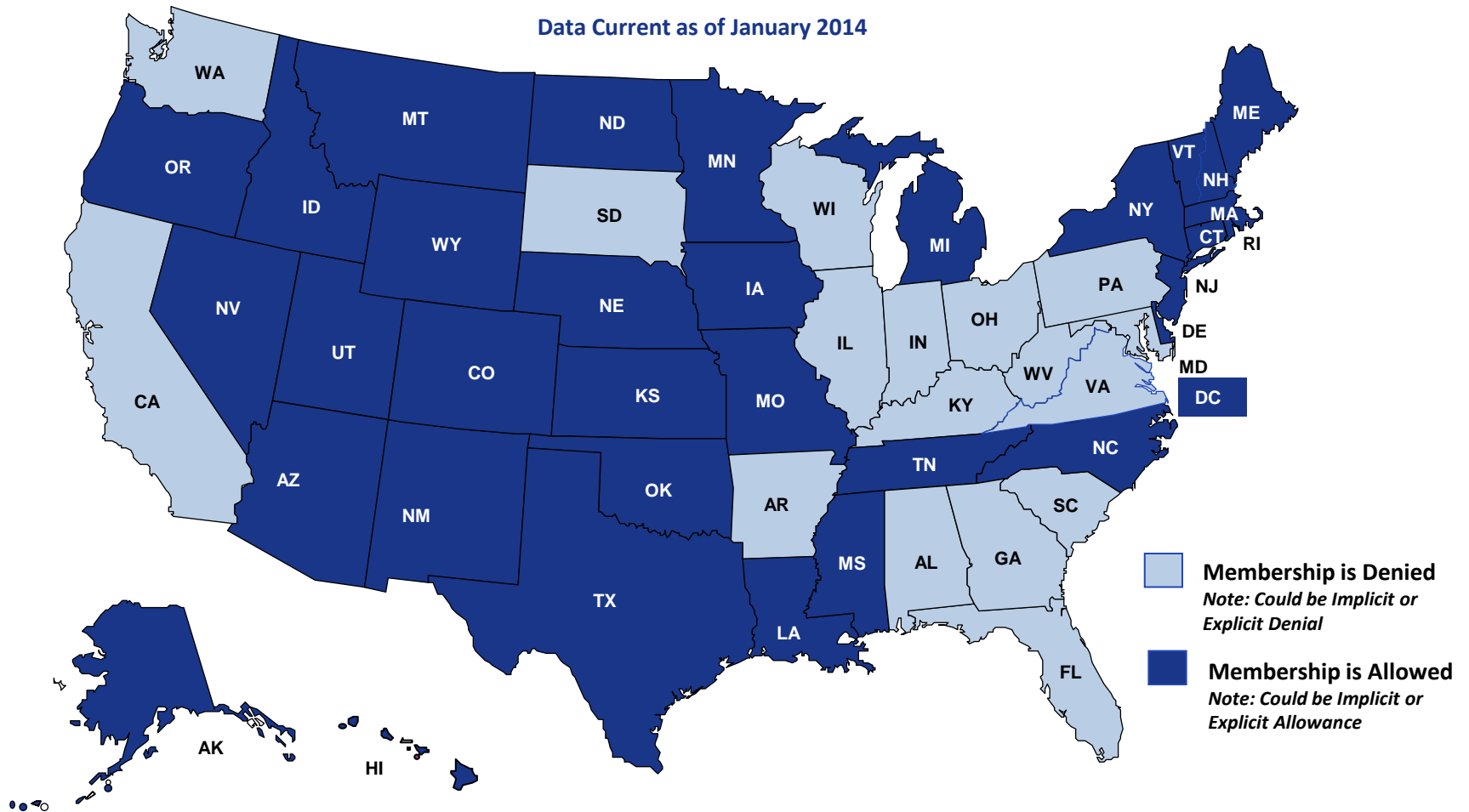
Regulatory Structure for Certified Nurse-Midwives and Certified Midwives

Data Current as of June 2014



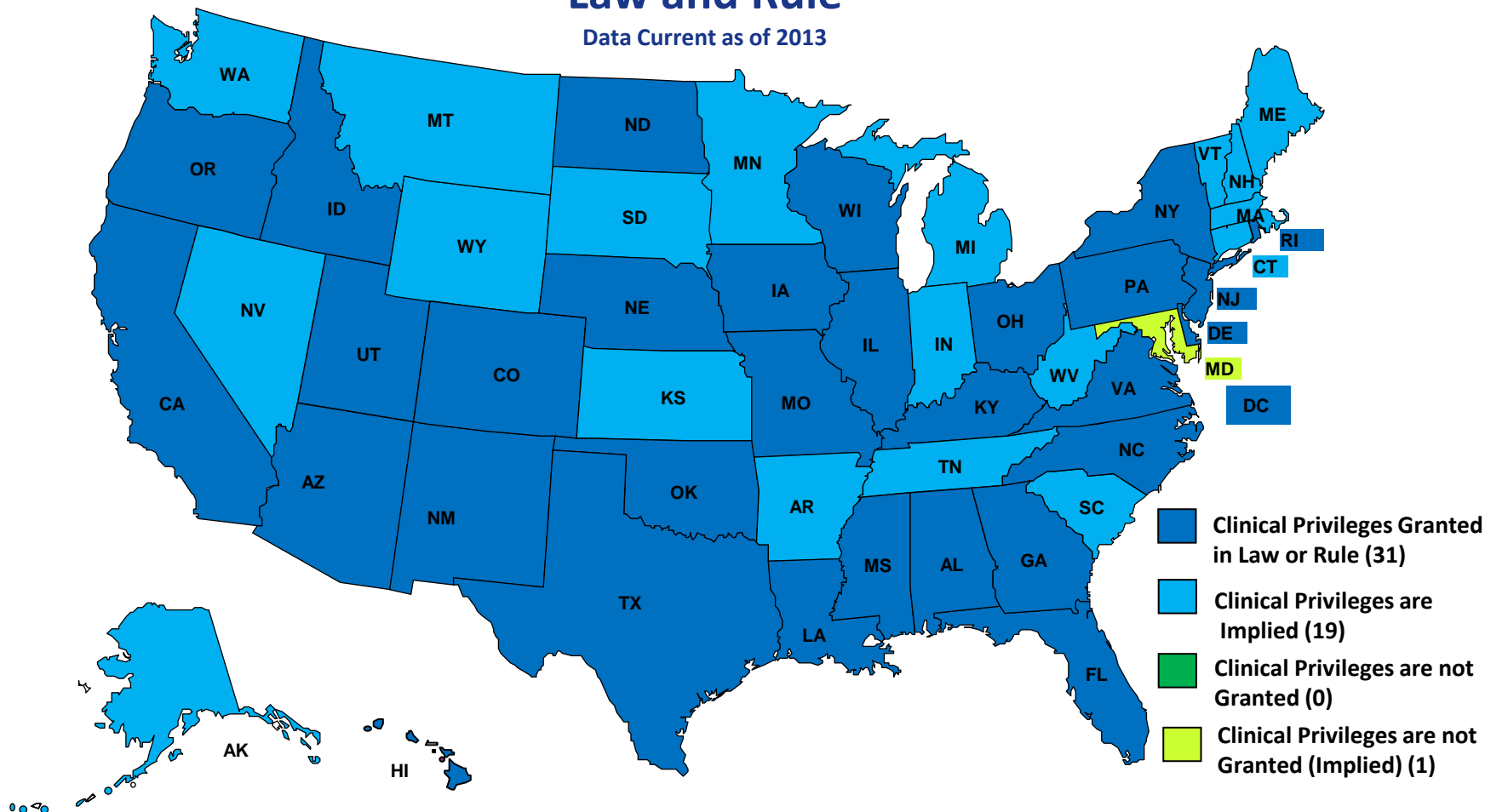
Medical Staff Provisions

Data Current as of January 2014



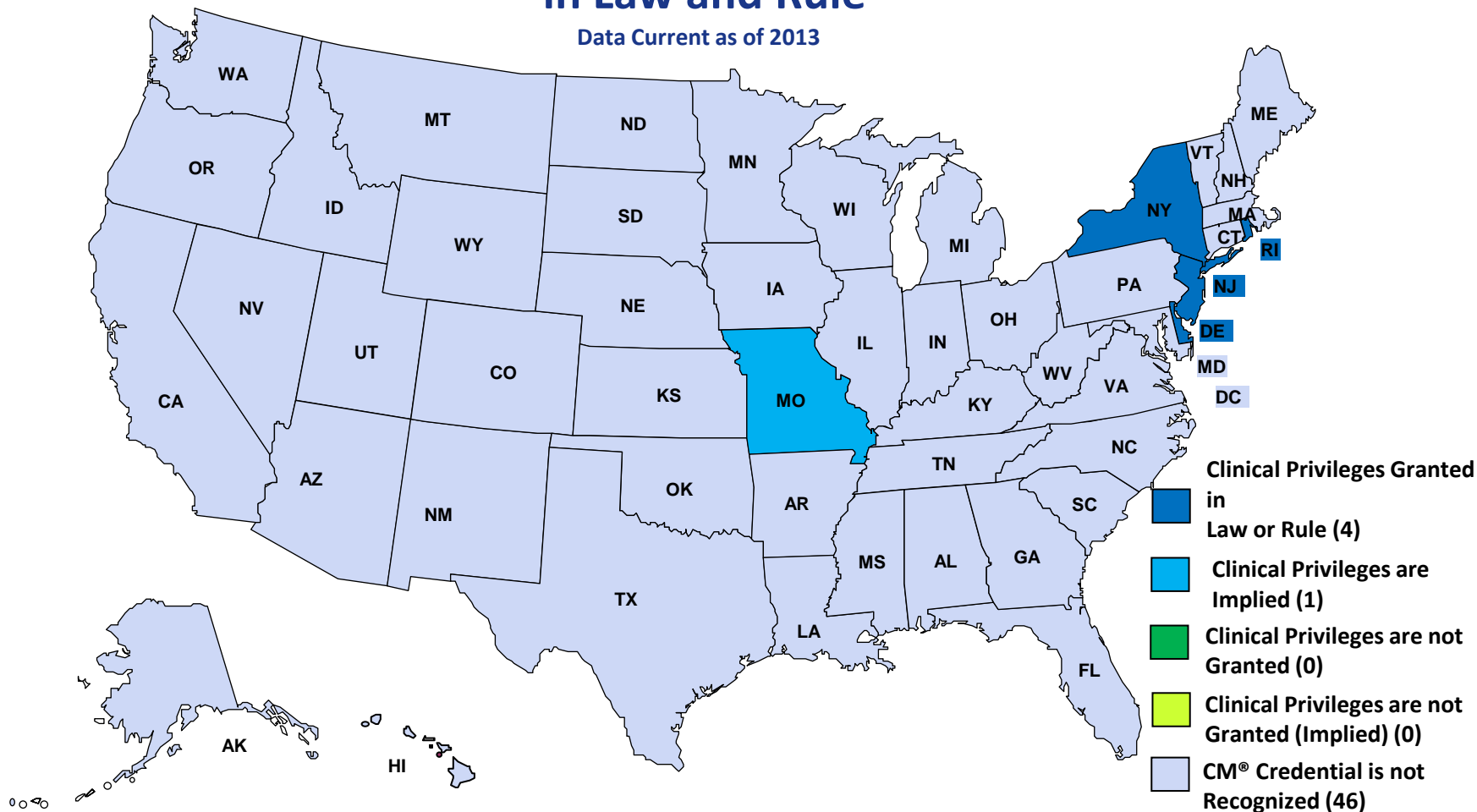
Clinical Privileging Provisions for Certified Nurse-Midwives (CNM®) in Law and Rule

Data Current as of 2013



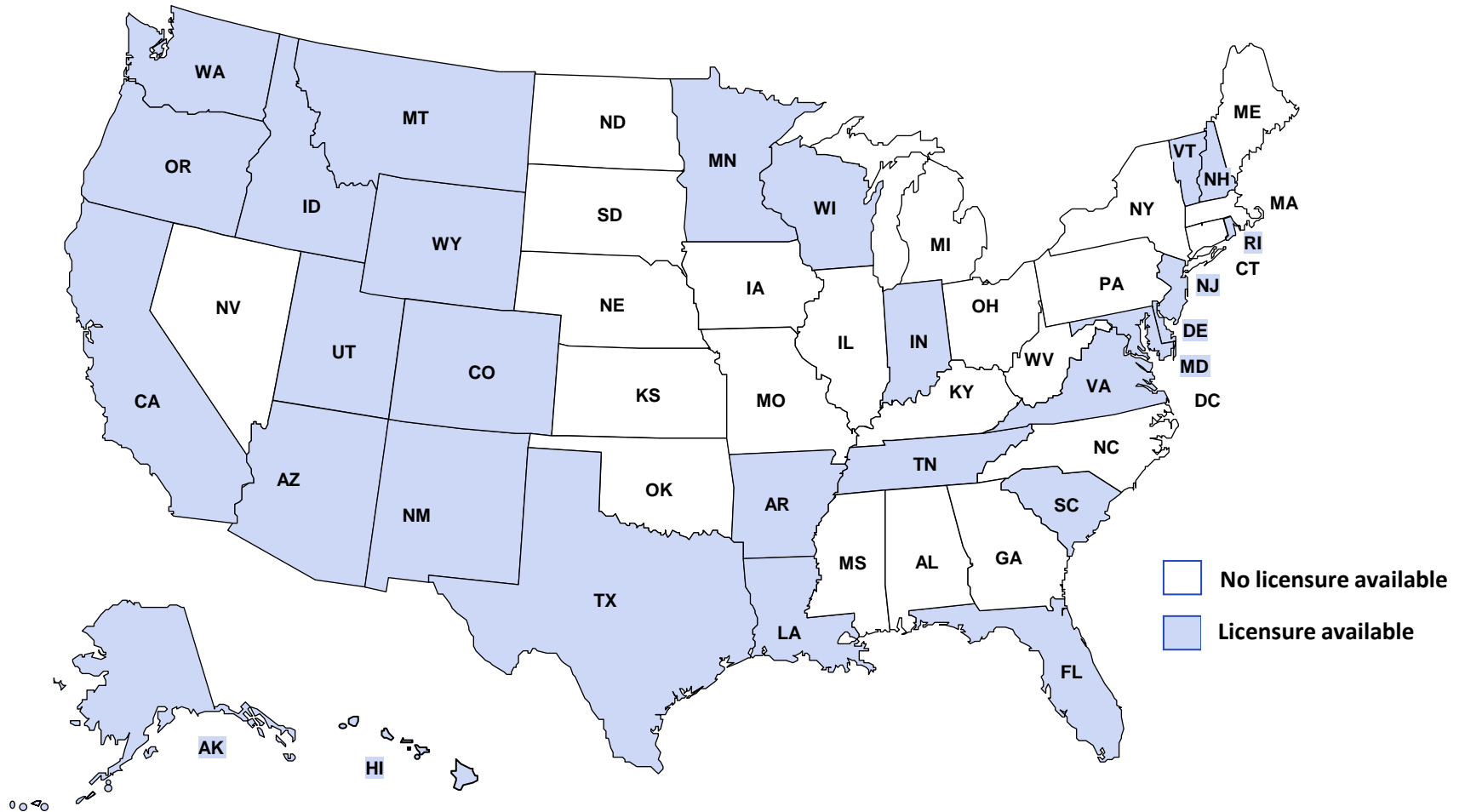
in Law and Rule

Data Current as of 2013

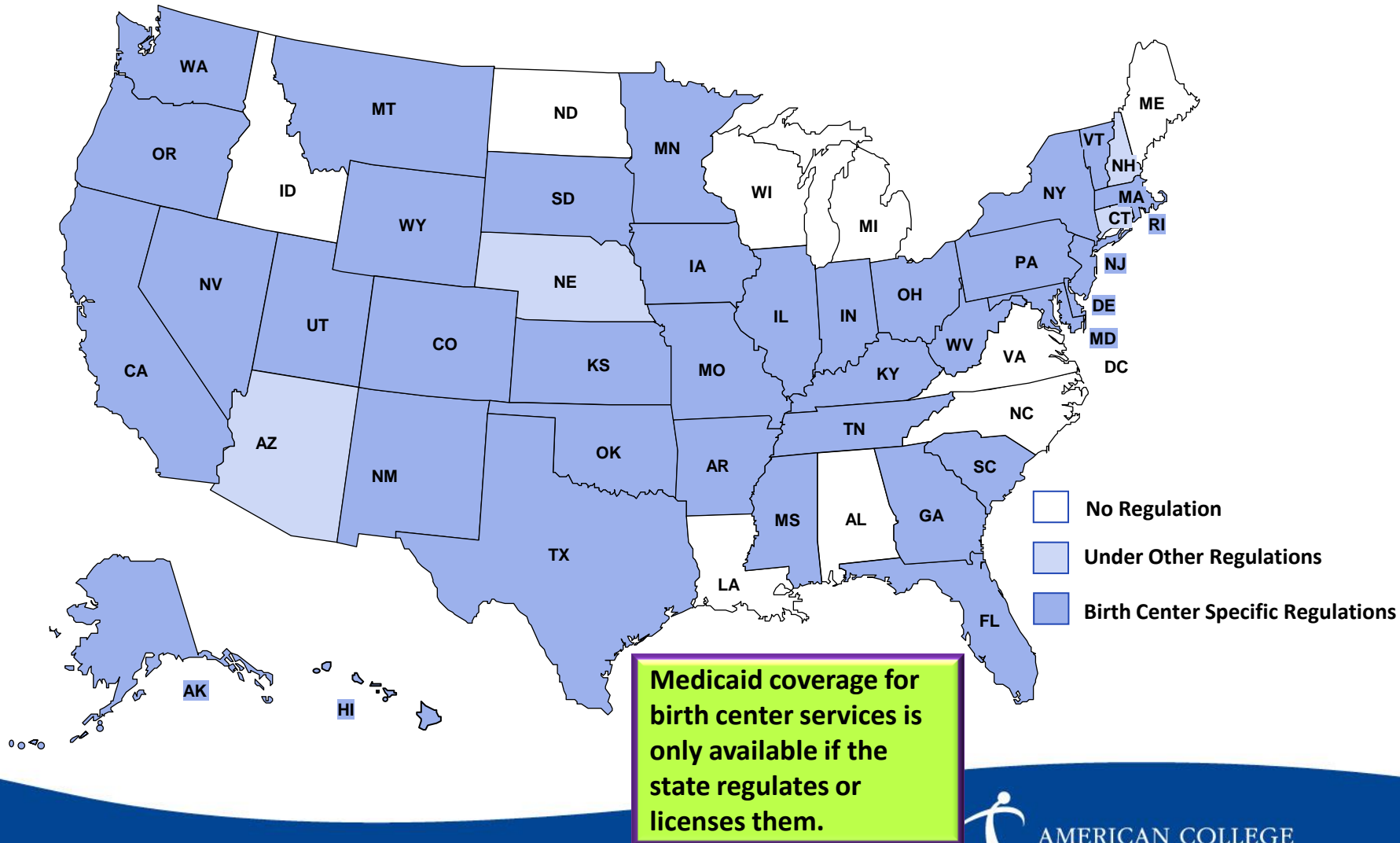


States that License Direct Entry Midwives

Data current as of May 2015



Which States License/Regulate Birth Centers - 2015



Reimbursement

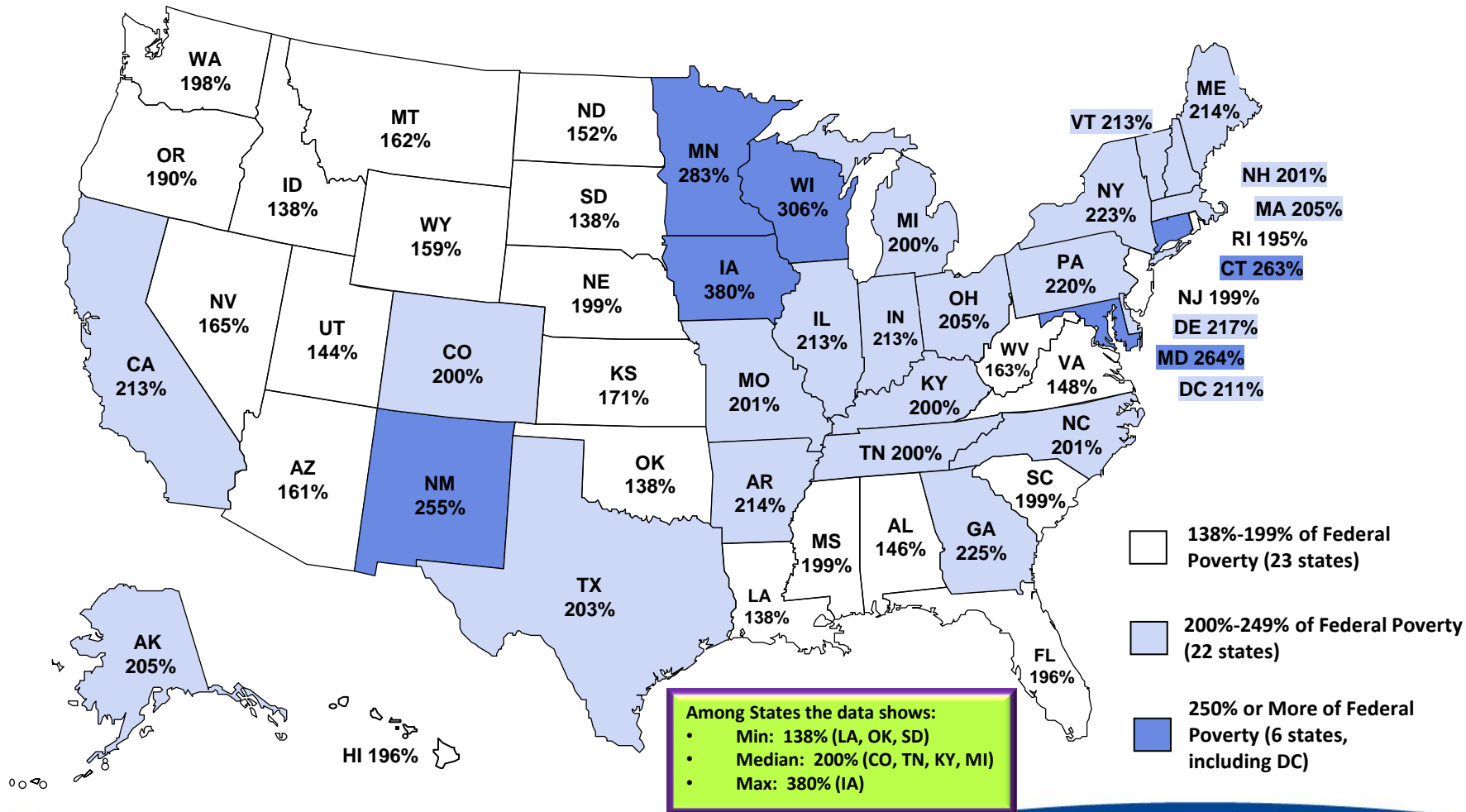


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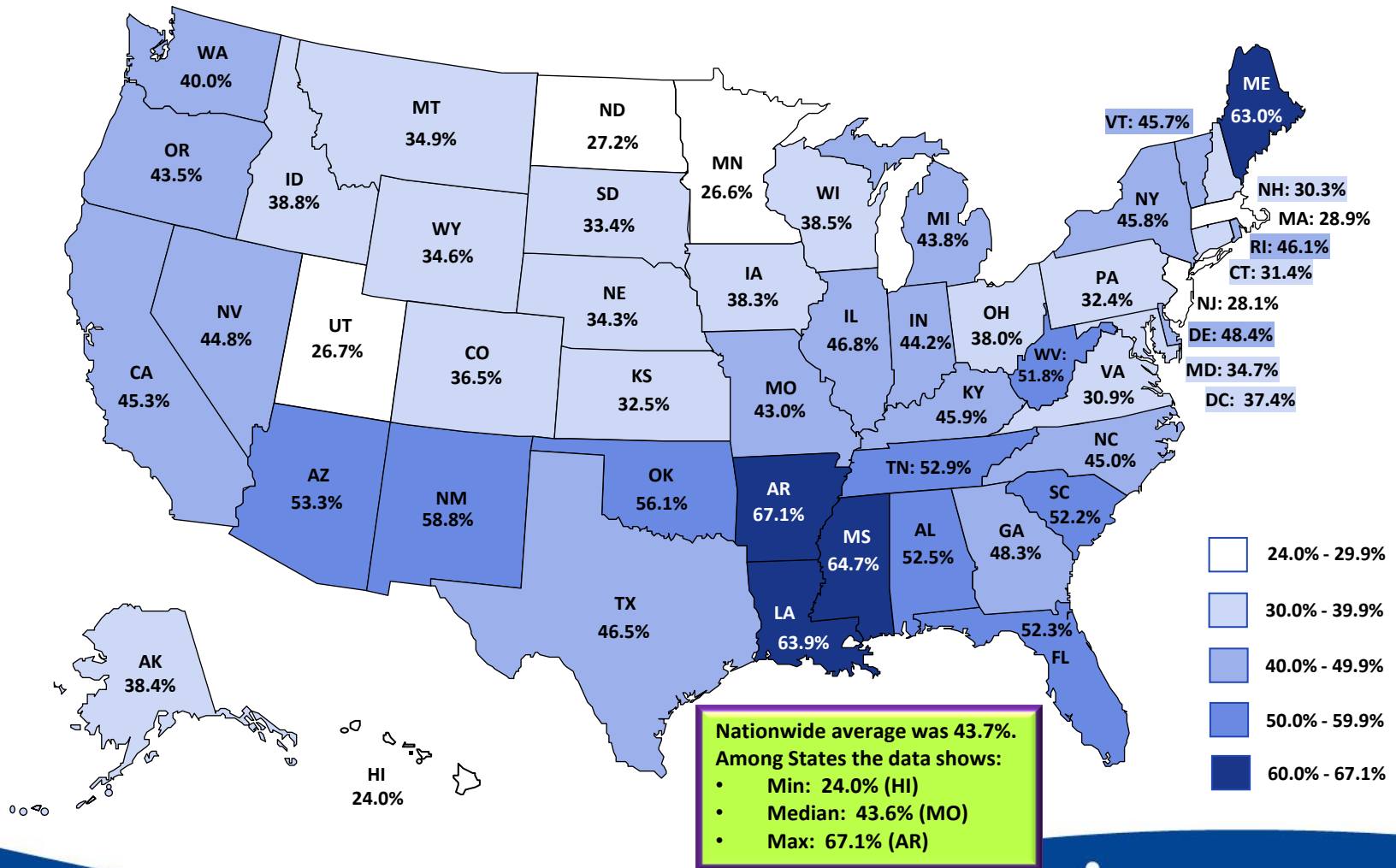
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Income Eligibility Levels for Pregnant Women to Obtain Medicaid Coverage

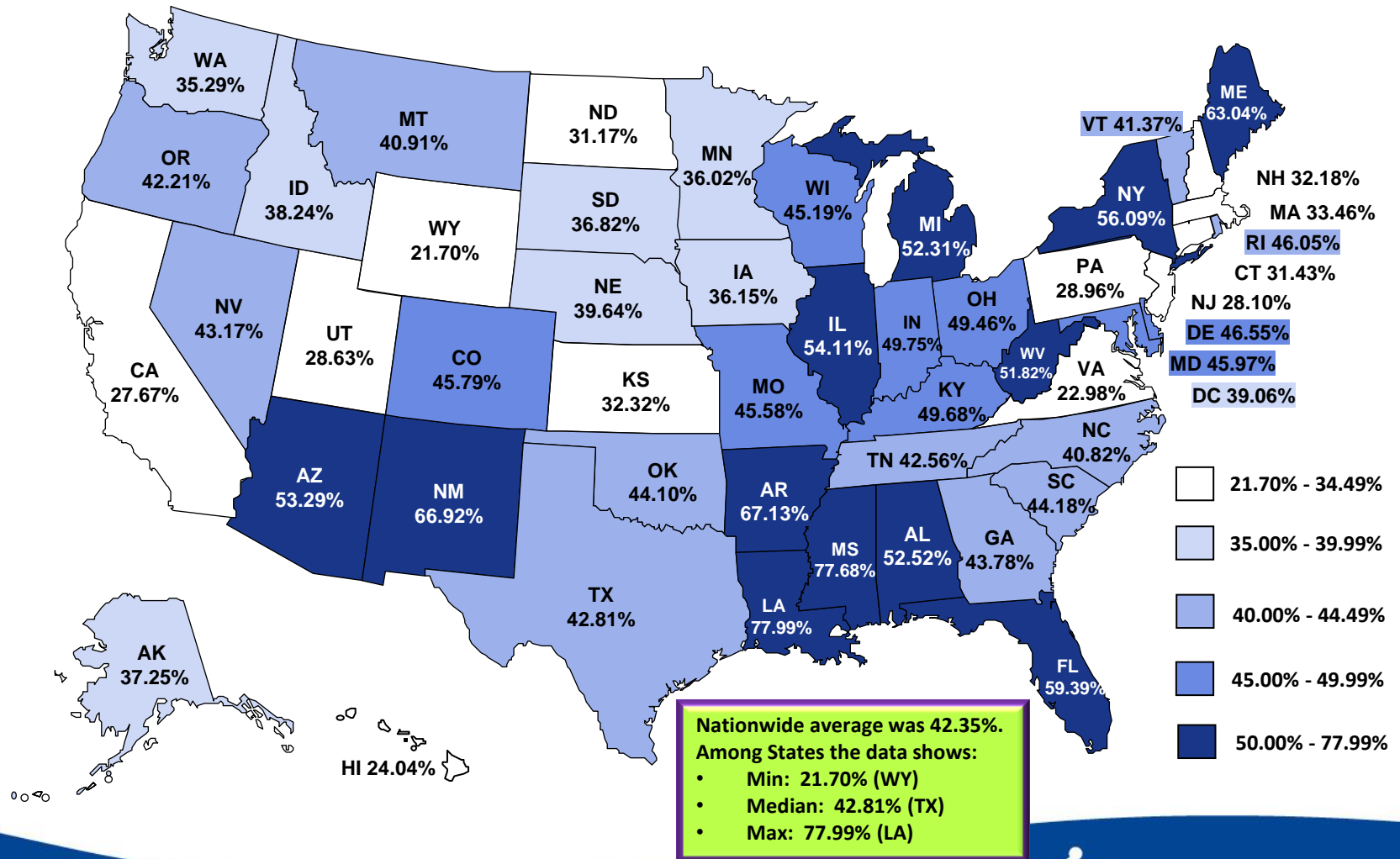
As a Percent of the Federal Poverty Level, Data Current as of January 1, 2015



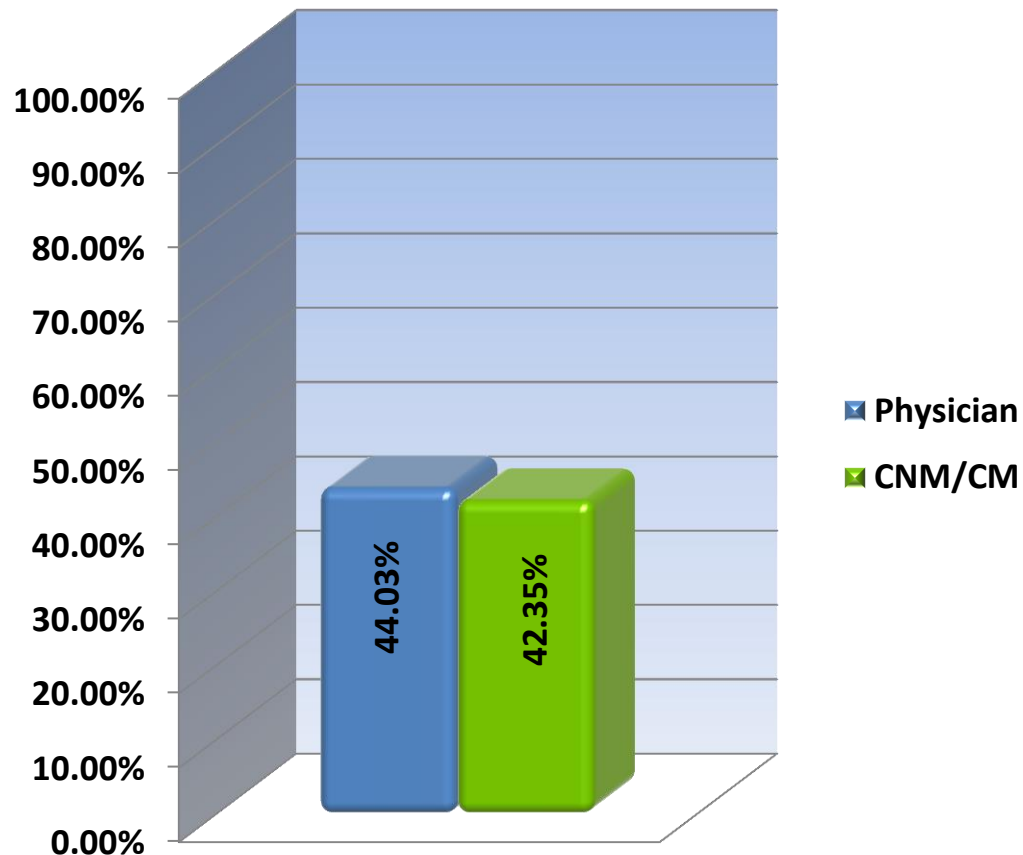
Percentage of Births Covered by Medicaid – 2013*



Percent of Births Attended by CNMs/CMs Covered by Medicaid - 2013



Percent of Births Covered by Medicaid by Provider Type - 2013



Nationwide, physicians and CNMs see a very similar proportion of Medicaid patients.

Source: CDC/NCHS, National Vital Statistics System. Note that the following states do not report payer on birth certificates, so their data are not included in this chart: AL, AR, AZ, CT, HI, ME, NJ, RI and WV.



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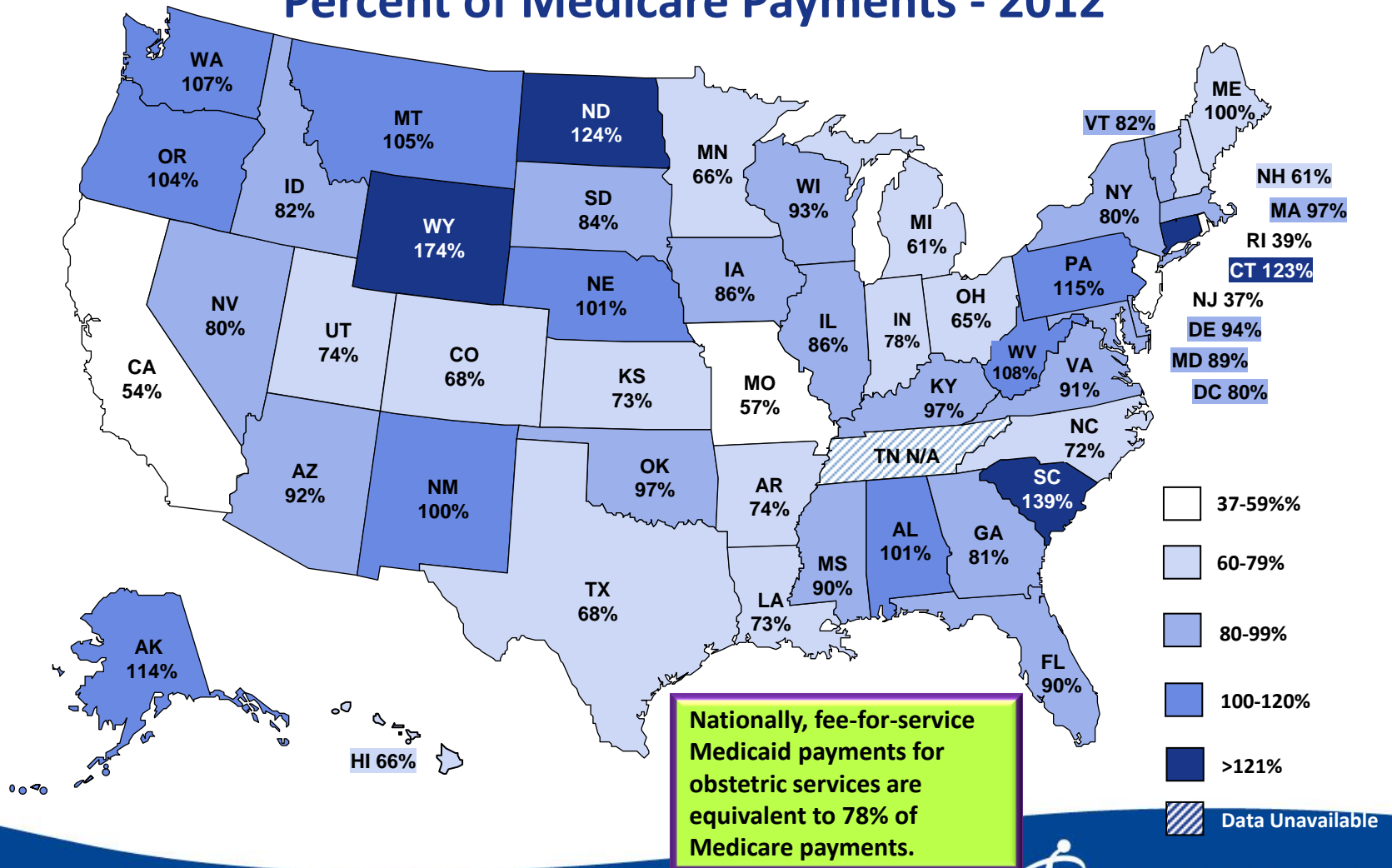
Percent of Births Covered by Medicaid Among those Attended by CNMs/CMs and Physicians – 2013

States where CNMs/CMs do More			States where Physicians do More		
State	Percent CNM/CM	Percent Physician	State	Percent CNM/CM	Percent Physician
CO	45.79%	35.71%	AK	37.25%	38.78%
DC	39.06%	37.20%	CA	27.67%	47.44%
FL	59.39%	51.53%	DE	46.55%	48.83%
IL	54.11%	46.29%	GA	43.78%	49.05%
IN	49.75%	44.26%	IA	36.15%	38.72%
KY	49.68%	46.09%	ID	38.24%	39.74%
LA	77.99%	63.89%	KS	32.32%	32.79%
MA	33.46%	27.82%	NC	40.82%	45.63%
MD	45.97%	33.36%	NV	43.17%	44.75%
MI	52.31%	43.44%	OK	44.10%	56.82%
MN	36.02%	25.57%	OR	42.21%	44.58%
MO	45.58%	43.55%	PA	28.96%	33.42%
MS	77.68%	64.65%	SC	44.18%	52.63%
MT	40.91%	35.47%	TN	42.56%	53.45%
ND	31.17%	27.01%			
NE	39.64%	33.91%			
NH	32.18%	29.77%			
NM	66.92%	56.54%			
NY	56.09%	44.66%			
OH	49.46%	37.53%			
SD	36.82%	33.24%			
UT	28.63%	27.26%			

Not all states report payer type on their birth certificate, so not all are listed here.

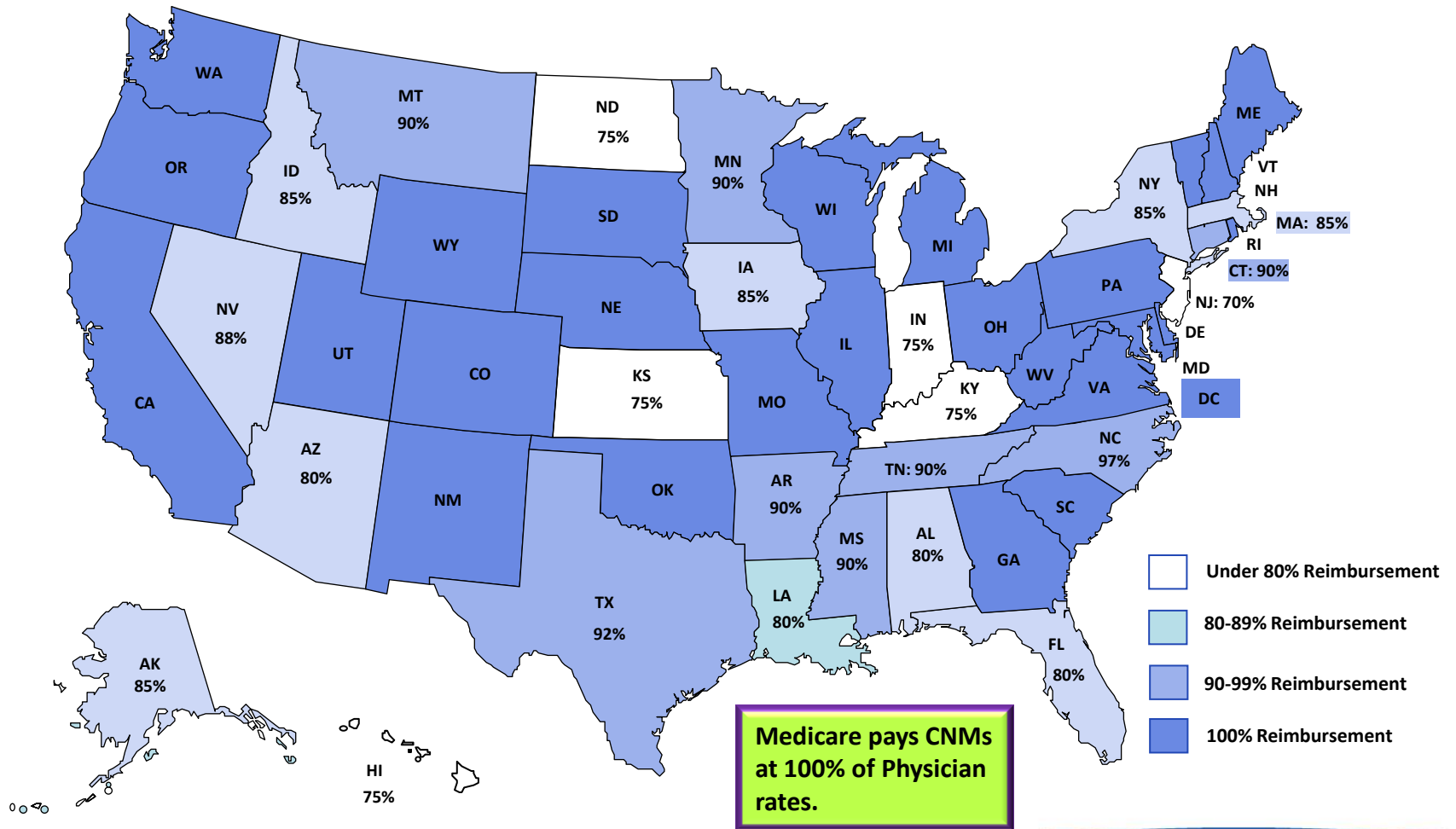
Source: CDC/NCHS, National Vital Statistics System. Note that the following states do not report payer on birth certificates, so their data are not included in this chart: AL, AR, AZ, CT, HI, ME, NJ, RI and WV.

Medicaid Fee-for-Service Payments for Obstetric Services as a Percent of Medicare Payments - 2012

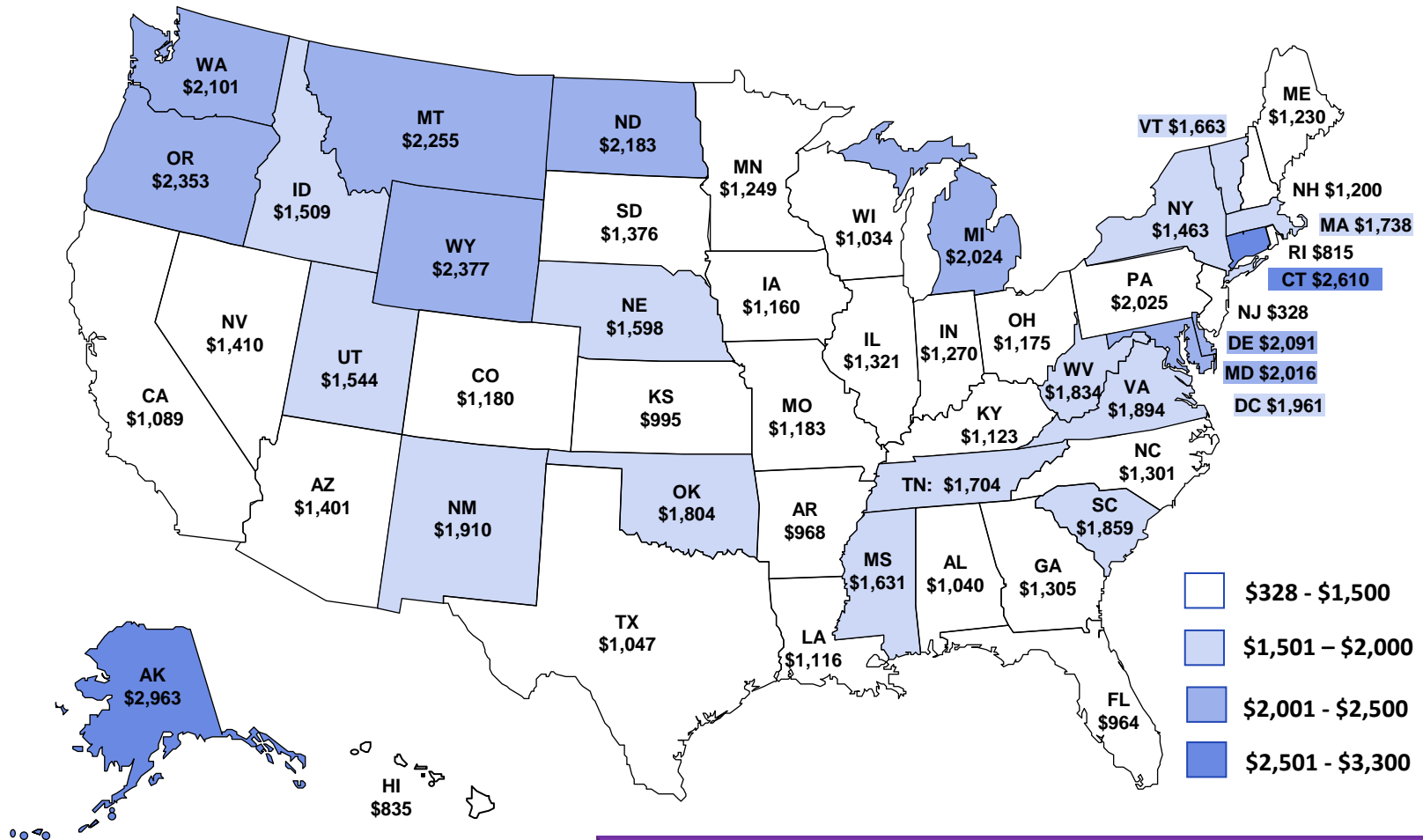


Medicaid Fee-for-Service Payments to CNMs/CMs as a Percent of Payment to Physicians

Data Current as of May 2015



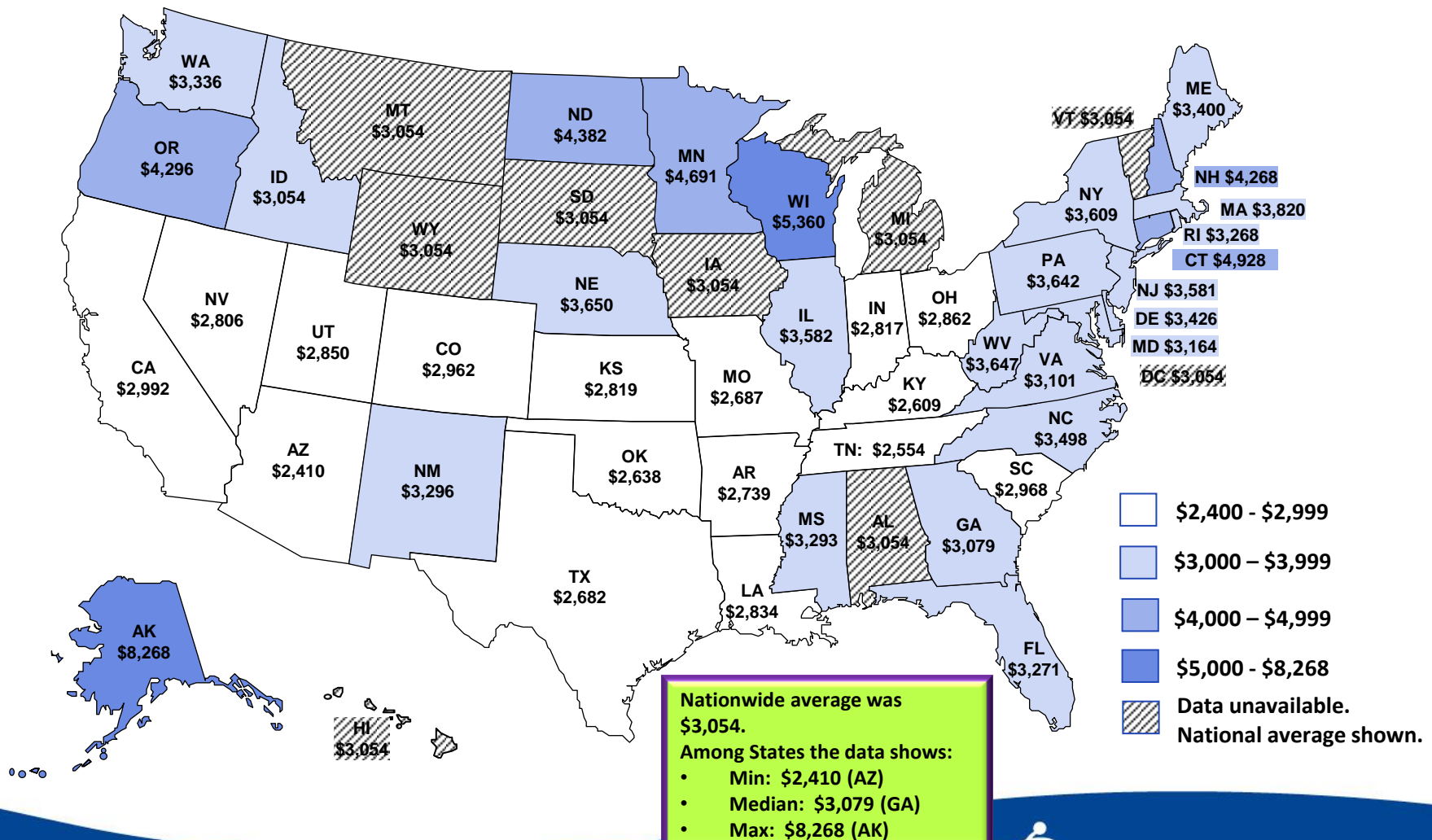
Medicaid Fee-for-Service Reimbursement to CNMs/CMs for Normal Vaginal Delivery (CPT 59400) - 2015



- Medicare pays \$2,167. The median Medicaid payment is \$1,410 – just 65% of Medicare's national payment.
- A midwife in NJ must care for NINE women in order to earn as much as a midwife in AK who cares for ONE.

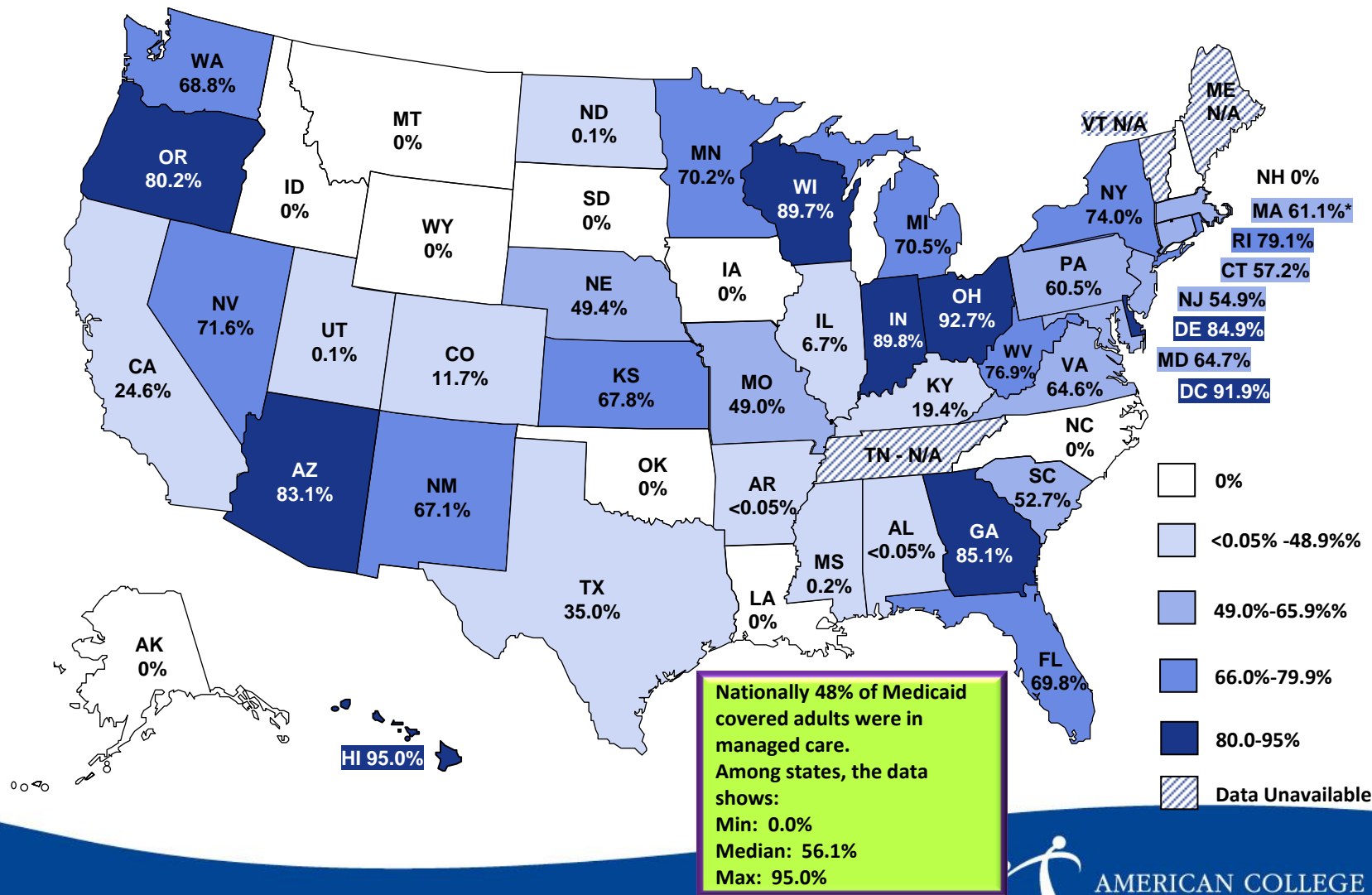
Source: ACNM review of state Medicaid fee schedules. Some states based on 99213, 59410 and 59430. TN based on reported managed care rates.

Commercial Global Reimbursement for Vaginal Delivery to Physicians* - 2015



Source: Health Care Cost Institute, www.guroo.com Figure represents Payment to Physicians for Prenatal, Labs, Ultrasound, Vaginal Birth, Postpartum Care. CNMs/CMs may be paid a reduced percentage of physician rates. Last accessed May 2015. Note that data are not available for CNM/CM payments, so physician payments are used. Also, data for AL, DC, HI, IA, ID, MI, MT, SD, VT and WY are not available, so the national average of \$3,054 is shown in those cases.

Percent of Adults with Medicaid Covered Under a Comprehensive Managed Care Plan – FY 2011



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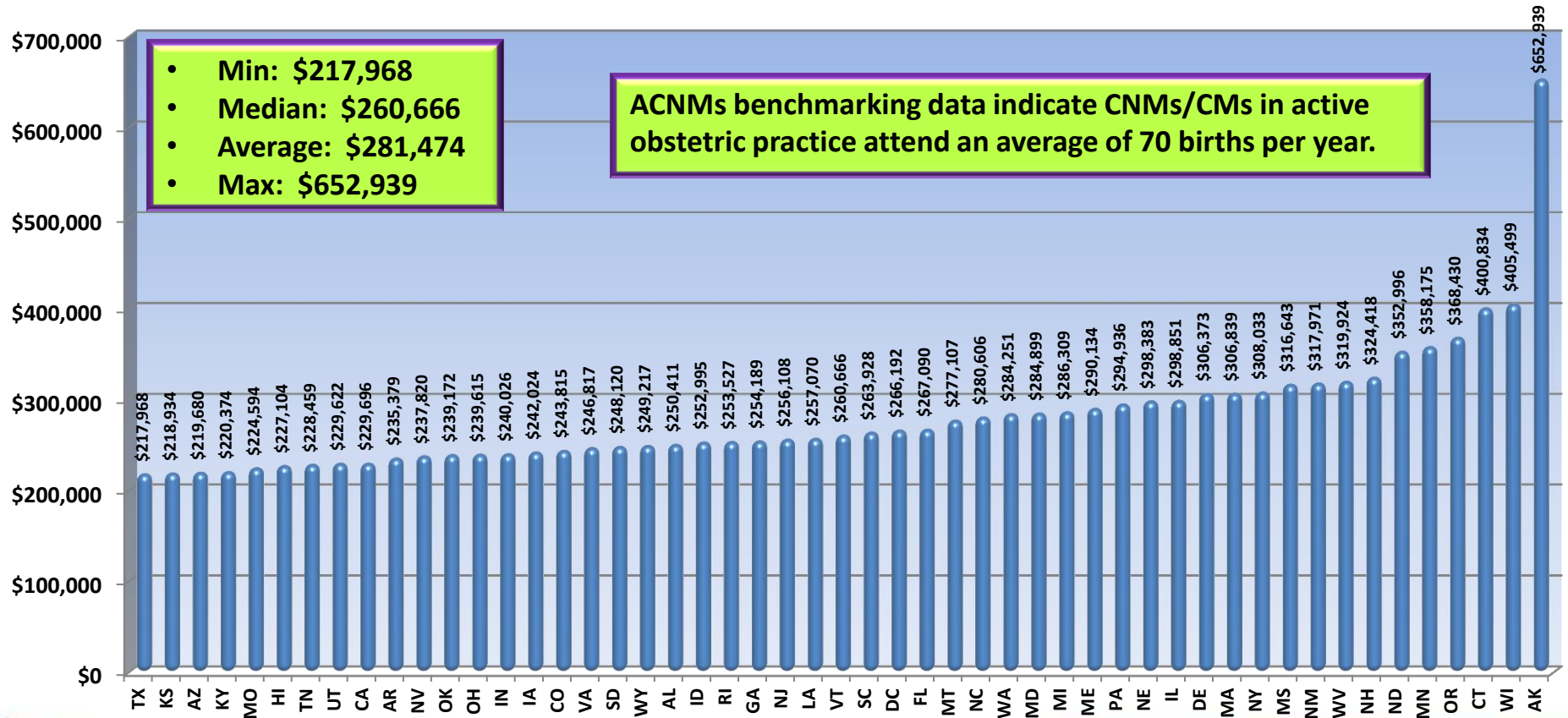
Source: Medicaid and CHIP Access and Payment Commission, MACSTATS, June 2014, available at:

<https://www.macpac.gov/publication/percentage-of-medicaid-enrollees-in-managed-care-by-state-and-eligibility-group/>

Modeled 2015 CNM/CM Revenue: Assuming 70 Vaginal Births

- Min: \$217,968
- Median: \$260,666
- Average: \$281,474
- Max: \$652,939

ACNMs benchmarking data indicate CNMs/CMs in active obstetric practice attend an average of 70 births per year.



Methodology: 70 births divided into Medicaid and commercial shares, based on % covered by Medicaid in each state. Medicaid and commercial shares of the 70 births multiplied by Medicaid fee-for-service and average commercial payment rate in each state. These two products summed to yield total modeled revenue generated.

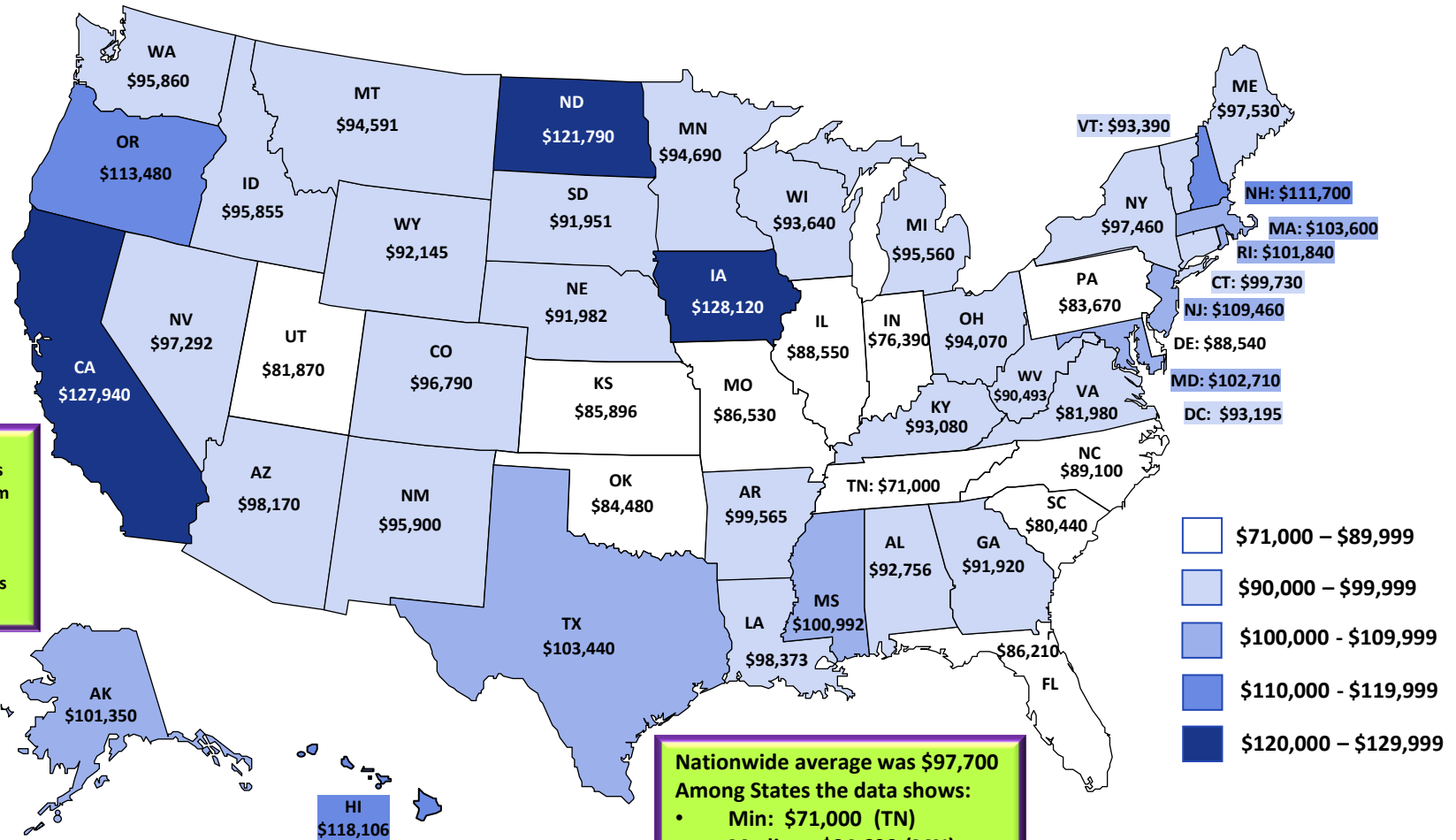


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Compensation

Average CNM Annual Wages – Bureau of Labor Statistics – 2014

Does not include self-employed individuals.



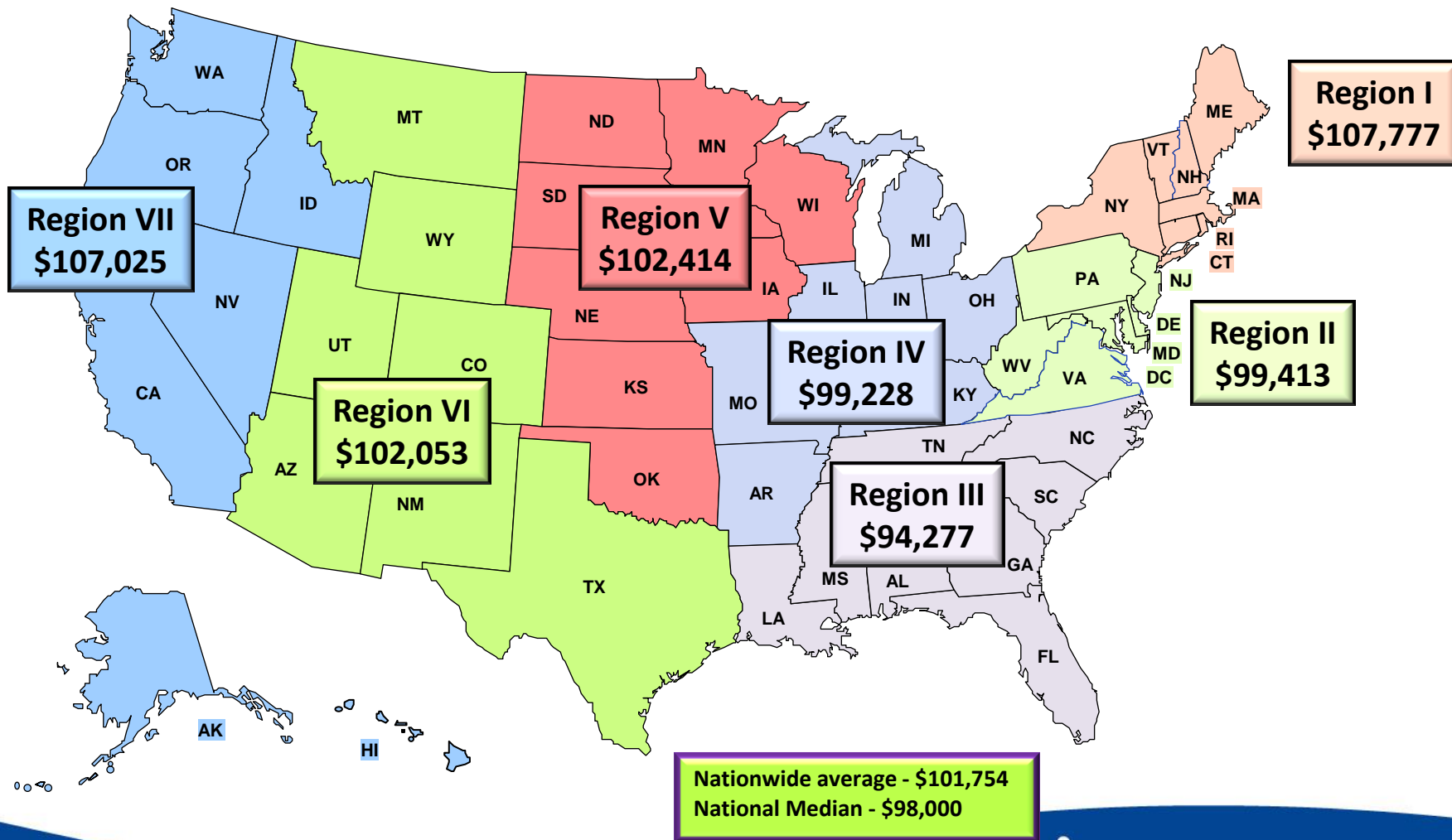
Source: Bureau of Labor Statistics, available at: <http://www.bls.gov/oes/current/oes291161.htm> CNM specific wage data is unavailable for AL, AR, DC, HI, ID, KS, LA, MS, MT, NE, NV, OK, SD, WV, WY, so adjusted NP data was substituted as a rough estimate of CNM annual wages. Nationwide, average annual NP wages are 98.1% of average annual CNM wages. Note, BLS report only mentions CNMs and does not indicate whether data on CMs is included. Thus, this slide references only CNMs.



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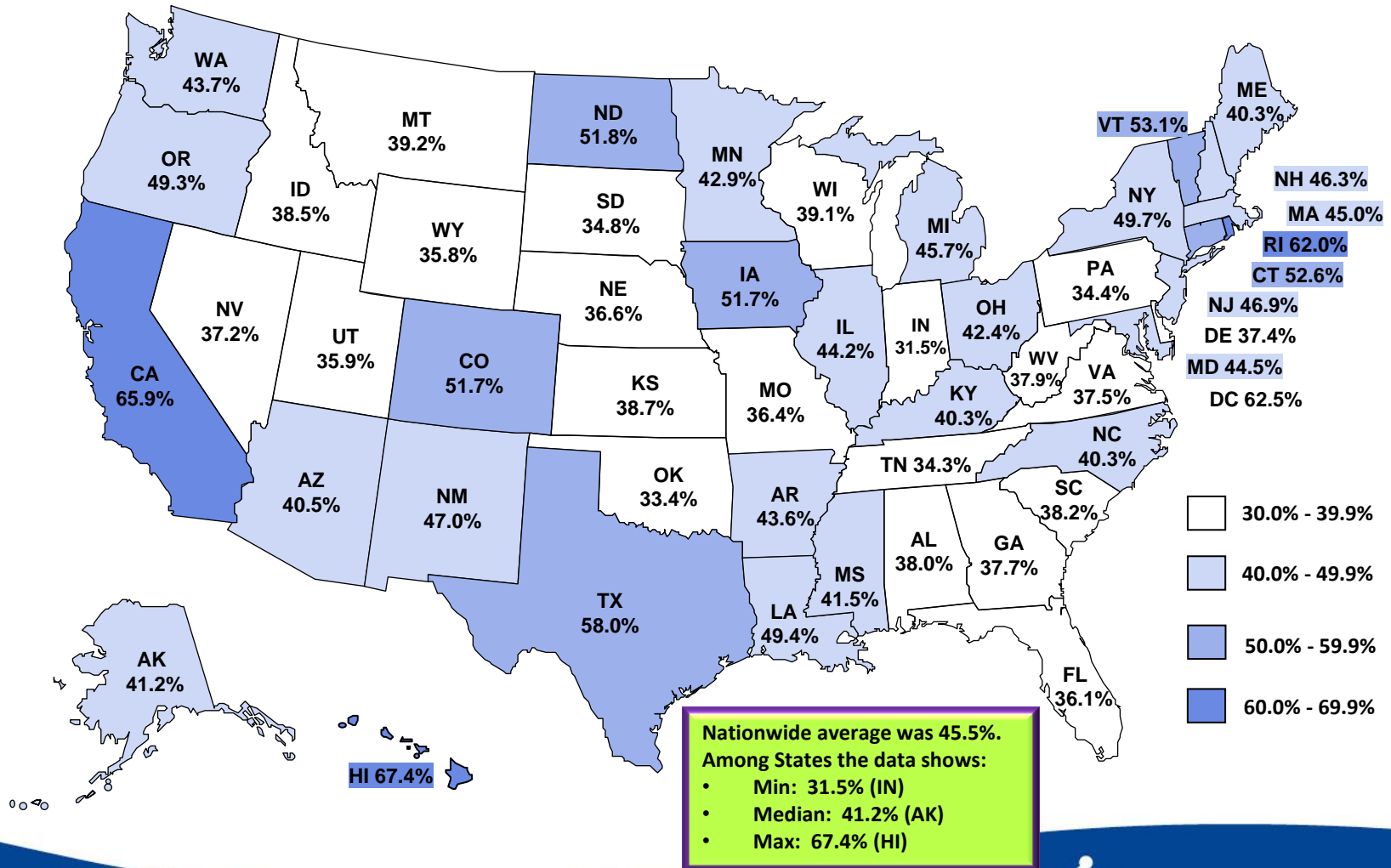
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Average CNM/CM Annual Compensation by ACNM Region – ACNM Compensation Survey - 2014



Source: ACNM Compensation Survey. Note that reported figures of \$10,000 and below, or \$400,000 and above were trimmed from the reported data before calculation of the averages. State averages are not shown because of small N values in the survey for some states. Sample size N for each region is: Region I – 203, Region II – 187, Region III – 174, Region IV – 181, Region V – 101, Region VI – 122, Region VII – 165

CNM Salary as a Percent of OB Salary – Bureau of Labor Statistics - 2014

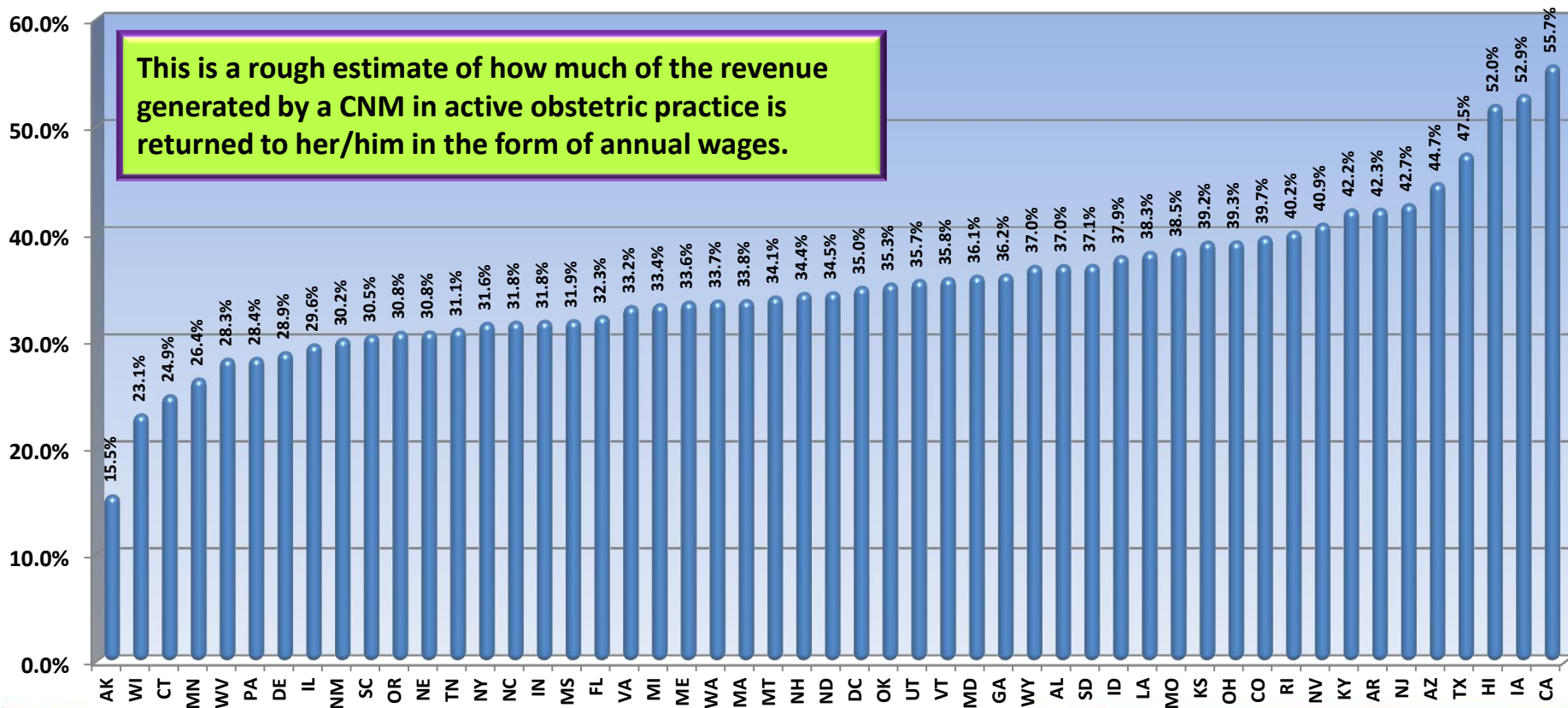


Source: Bureau of Labor Statistics, available at: <http://www.bls.gov/oes/current/oes291161.htm> CNM specific wage data is unavailable for AL, AR, DC, HI, ID, KS, LA, MS, MT, NE, NV, OK, SD, WV, WY, so adjusted NP data was substituted as a rough estimate of CNM annual wages. Nationwide, average annual NP wages are 98.1% of average annual CNM wages. Note that there were significant swings in these data from 2013 to 2014, which would warrant some caution with regard to using them in critical processes such as salary negotiation. Note, BLS report only mentions CNMs and does not indicate whether data on CMs is included. Thus, this slide references only CNMs.



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CNM BLS Annual Wages as a Percent of Modeled Revenue from 70 Vaginal Births



Methodology: Data from previous slide on average CNM/CM annual wages was divided by data from previous slide with modeled revenue from 70 vaginal births. Note, BLS report only mentions CNMs and does not indicate whether data on CMs is included. Thus, this slide references only CNMs.



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