Nephrology Key Contributor to Hospital Revenue

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## ASN *Data Brief*—Nephrology Key Contributor to Hospital Revenue

Newly released survey data collected from 62 hospital CFOs found nephrology makes key contributions to hospital systems gross revenue. The report from [Merrit Hawkins](https://www.merritthawkins.com/news-and-insights/blog/healthcare-news-and-trends/New-Survey-Shows-Physicians-Are-Key-Revenue-Generators-for-Hospitals/) also found the ratio of return on investment (ROI) for nephrologists’ median salary was higher than gastroenterology, cardiology, and pulmonology.

## Ranking of Specialities by ROI

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| Specialty | Mean Revenue | Mean Salary | ROI |
| Internal\_Medicine | $2,675,387 | $261,000 | 9.25 |
| Family\_Practice | $2,111,931 | $241,000 | 7.76 |
| Cardiovascular\_Surgery | $3,697,916 | $425,000 | 7.70 |
| General\_Surgery | $2,707,317 | $350,000 | 6.74 |
| Pediatrics | $1,612,500 | $230,000 | 6.01 |
| Psychiatry | $1,820,512 | $261,000 | 5.98 |
| Neurology | $2,052,884 | $301,000 | 5.82 |
| Hematology/Oncology | $2,855,000 | $425,000 | 5.72 |
| Nephrology | $1,789,062 | $272,000 | 5.58 |
| OB/GYN | $2,024,193 | $324,000 | 5.25 |
| Orthopedic\_Surgery | $3,286,764 | $533,000 | 5.17 |
| Gastroenterology | $2,965,277 | $487,000 | 5.09 |
| Cardiology\_(Invasive) | $3,484,375 | $590,000 | 4.91 |
| Pulmonology | $2,361,111 | $418,000 | 4.65 |
| Urology | $2,161,458 | $386,000 | 4.60 |
| Cardiology/Non-Inv. | $2,310,000 | $427,000 | 4.41 |
| Neurosurgery | $3,437,500 | $687,000 | 4.00 |
| Ophthalmology | $1,440,217 | $300,000 | 3.80 |
| Otolaryngology | $1,937,500 | $405,000 | 3.78 |