2026 HEALTHCARE COMPENSATION SURVEYS







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DATE and PRICING SUMMARY

Please see Pages 18-19 for all purchasing and pricing options.

Bundle Packages	PARTICIPANTS	NON- PARTICIPANTS
Mega Bundle (Staff, Leadership, Nursing, IT)	\$4,300	N/A
Staff/Leader Bundle (Staff, Leadership)	\$2,400	N/A

	KEY DATES		PRICING	
SURVEY	Participation Opens	Publication Date	Participants	Non-Participants
National Healthcare Leadership Compensation	January 6	June 26	\$1,450	\$5,500
National Healthcare Staff Compensation	January 6	June 12	\$1,300	\$5,500
National Nursing Compensation	January 6	June 5	\$1,250	\$5,500
National Healthcare Information Technology Compensation	January 6	July 17	\$1,200	\$5,500
National Health Plan Compensation Survey **NEW IN 2026**	June 18	October 30	\$2,000 ¹	\$10,000
National Advanced Practice Provider Compensation	February 12	August 7	\$775	\$5,500
National Cancer Centers Compensation	January 6	August 14	\$350	N/A
National Behavioral Health Compensation	January 6	July 24	\$400	\$5,500
National Staff through Executive Benefits	January 6	June 19	\$300	N/A
Children's Hospitals Compensation Survey	January 6	July 10	No Charge ²	N/A
National Community Health Center Compensation Survey	June 25	September 25	No Charge	N/A
Medical Director and Physician Executive	June 2	October 2026	No Charge	\$4,500
Physician Compensation and Production	January 8	July 2026	No Charge	\$5,500
Physician Call Pay	January 8	May 2026	No Charge	\$4,500
Healthcare Salary Increase PULSE Survey	June 4	August 21	No Charge	N/A



¹ Participant rate starts at \$2,000, up to a maximum of \$5,000, based on annual enrollment.

² PDF Only; Excel results available for purchase

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Consulting and insurance brokerage services to be provided by Gallagher Benefit Services, Inc. and/or its affiliate Gallagher Benefit Services (Canada) Group Inc. Gallagher Benefit Services, Inc. is a licensed insurance agency that does business in California as "Gallagher Benefit Services of California Insurance Services" and in Massachusetts as "Gallagher Benefit Insurance Services." Neither Arthur J. Gallagher & Co. nor its affiliates provide accounting, legal or tax advice.



PARTICIPATION MADE EASY

Our data extraction template is available for ALL PARTICIPANTS	Download THE DATA			
 From our online compensation survey gateway at https://surveys.ihstrategies.com, you can: View multiple user accounts for your organization Access and submit survey questionnaires The new single survey submission allows you to submit data for all national surveys simultaneously excludes Physician, Medical Director, Call Pay, APP, Health Plan, CHC, and Salary Increase surveys View survey participation status Access all of your purchased survey reports 	 Download the survey data extraction template from your account at https://surveys.ihstrategies.com, then: Use the TOTAL COMPENSATION SURVEY instrument to submit data simultaneously for 8 surveys: Staff, Leadership, Nursing, IT, Behavioral Health, Cancer Centers, Children's, and Benefits Provider Surveys (Physician, Med Director, Call, APP, Health Plan, CHC, and Salary Increase) each have a unique data collection instrument Get on the fast track to submitting your data. Ask a member of the compensation survey team how our data extraction template can work for you. 			
To set up your account CONTACT US				
ONLINE AJG.com EMAIL GallagherIntegrated.CompSurveysMN@ajg.com PHONE 816-350-6517	Receive ongoing compensation updates, sign up for our 2026 compensation surveys and preorder your copy of the results. Our data extraction template simplifies the process, making it even easier to participate in all of our surveys.			

REMINDER

Survey participants receive a discount on their survey results, and some results are only available to participants.



8 a.m. – 5 p.m. CT, Monday–Friday

National Healthcare Leadership Compensation Survey

3,600+ 485+
ORGANIZATIONS POSITIONS

Participation Opens | **JANUARY 6**, **2026** Publication | **JUNE 26**, **2026**

For updated participation dates, please see our website.

The National Healthcare Leadership Compensation Survey includes **executive**, **director**, and **manager-level** positions to create a premier source of comprehensive leadership compensation data for systems, hospitals, medical groups, clinics and other non-acute care organizations.

SURVEY FEATURES

- Our 2025 Leadership Survey featured data from over 136,000 incumbents
- Comprehensive data on total compensation, including salaries, salary structures, bonus plans, benefit plans, budgeted increases, perks and severance
- Data reported by revenue size and region
- Includes both incumbent-weighted and organization-weighted statistics
- Participants in our 2026 Healthcare Total Compensation Survey will be able to download a prepopulated survey with their previously submitted benefit and pay practice data
- Specialized data cuts available for participants, including critical access hospitals, regional peer groups and more

Information subject to change. Products not yet released are available for preorder. Custom peer group reports and analysis are also available.

SURVEY RESULTS PRICING

PDF and Excel

Participant \$1,450

Non-participant \$5,500

STAFF/LEADERSHIP BUNDLE PRICING

includes National Healthcare Leadership + Staff Compensation Surveys

Participant \$2,400

MEGA BUNDLE PRICING

includes Leadership, Staff, Nursing, and IT



National Healthcare Staff Compensation Survey

3,800+

450+

ORGANIZATIONS

POSITIONS

Participation Opens | JANUARY 6, 2026 Publication | JUNE 12, 2026

For updated participation dates, please see our website.

The National Healthcare Staff Compensation
Survey is one of the most recognized and valued
staff compensation surveys available. Now in its
36th year, it provides a wealth of data for all
positions, including salary structures,
differentials, pay practices, compensation
philosophies and hiring policies, incentive
plans, and more.

SURVEY FEATURES

- Our 2025 survey featured data from over 2.9 million incumbents reported by 3,800+ organizations
- Data reported nationally and by region
- More than 450 benchmark positions
- Participants in our 2026 Healthcare Total Compensation Survey will be able to download a prepopulated survey with their previously submitted benefit and pay practice data
- Specialized data cuts available for participants including critical access hospitals, regional peer groups and more

Information subject to change. Products not yet released are available for preorder. Custom peer group reports and analysis are also available.

SURVEY RESULTS PRICING

PDF and Excel

Participant \$1,300

Non-participant \$5,500

STAFF/LEADERSHIP BUNDLE PRICING

includes National Healthcare Leadership + Staff Compensation Surveys

Participant \$2,400

MEGA BUNDLE PRICING

includes Leadership, Staff, Nursing, and IT



National Nursing Compensation Survey

3,700+

210+

ORGANIZATIONS

POSITIONS

Participation Opens | JANUARY 6, 2026 Publication | JUNE 5, 2026

For updated participation dates, please see our website.

The National Nursing Compensation Survey is now in its 19th year. This survey is an effective tool for managing nursing salaries and gauging trends in nursing pay practices.

SURVEY FEATURES

- An exhaustive list of nursing benchmark positions, from the top-level executive to the staff RN
- Comprehensive data on special pay practices, including call pay practices, shift differentials, certification pay, career ladders, incentives, etc.
- Leadership-level data reported nationally and by organization size; staff-level data reported nationally and by region
- Custom complimentary report for magnetdesignated organizations
- Participants in our 2026 Healthcare Total Compensation Survey will be able to download a prepopulated survey with their previously submitted benefit and pay practice data
- Specialized data cuts available for participants, including regional peer groups, state cuts and more

Information subject to change. Products not yet released are available for preorder. Custom peer group reports and analysis are also available.

SURVEY RESULTS PRICING

PDF and Excel

Participant \$1,250

Non-participant \$5,500

MEGA BUNDLE PRICING

includes Leadership, Staff, Nursing, and IT



National Healthcare Information Technology Compensation Survey

1,850+

140+

ORGANIZATIONS

POSITIONS

Participation Opens | JANUARY 6, 2026 Publication | JULY 17, 2026

For updated participation dates, please see our website.

This tenth annual comprehensive survey of healthcare IT jobs includes **staff- through executive- level position benchmarks**. Staff-level data is reported nationally, by region and by experience level, while leadership data is reported by organization size.

SURVEY FEATURES

- Includes staff, manager and executive positions in the following departments:
 - Applications/Software
 - Artificial Intelligence (NEW!)
 - Business Intelligence
 - Data Science
 - Electronic Health Records
 - Enterprise Resource Planning
- Information Security
- General Information Technology
- Medical Systems
- Network/Infrastructure
- Web Applications/Web Development
- Our 2025 survey featured data from more than 1,850 healthcare organizations
- 143 staff-, manager- and leadership-level positions reported
- Staff-level positions reported by region as well as by entry, intermediate and senior levels of experience
- Data reported on staffing, pay practices and information technology platform prevalence

Information subject to change. Products not yet released are available for preorder. Custom peer group reports and analysis are also available.

SURVEY RESULTS PRICING

PDF and Excel

Participant \$1,200

Non-participant \$5,500

MEGA BUNDLE PRICING

includes Leadership, Staff, Nursing, and IT



NEW IN 2026!

National Health Plan Compensation Survey

Participation Opens | JUNE 18, 2026 Publication | OCTOBER 30, 2026

For updated participation dates, please see our website.

Introducing our **inaugural** compensation survey of health plan organizations. Participation is open to both health-system owned plans and independently operated health plans.

SURVEY FEATURES

- Includes staff, manager, and executive positions in health plan:
 - Finance
 - Operations
 - Underwriting
 - Member Services
 - Pharmacy
 - Compliance
 - Sales
- Leadership-level data reported nationally and by organization size; staff-level data reported nationally and by region

Information subject to change. Products not yet released are available for preorder. Custom peer group reports and analysis are also available.

SURVEY RESULTS PRICING

PDF and Excel

Participant \$2,000

Non-participant \$10,000

* Participant rate starts at \$2,000, up to a maximum of \$5,000 based on annual enrollment.



National Advanced Practice Provider Compensation Survey

1650+

300+

ORGANIZATIONS

POSITIONS

Participation Opens | FEBRUARY 12, 2026

Publication | AUGUST 7, 2026

For updated participation dates, please see our website.

Our APP Compensation Survey is a focused study of total cash compensation, productivity and pay practices for staff- through leadership-level advanced practice providers. It offers the most exhaustive list of benchmark positions available in the industry with more than 90 for nurse practitioners and more than 80 for physician assistants, as well as nurse midwives, CRNAs, clinical nurse specialists, audiologists, optometrists, pathologist's assistants, and psychologists.

SURVEY FEATURES

- Features data from over 143,000 individual providers
- Positions by specialty, and hospital vs. clinic positions
- Data reported nationally and by region
- Comprehensive data on:
 - Pay practices (call pay, shift differentials, certification pay, etc.)
 - Incentive practices
 - -Hiring practices
 - Workforce trends
 - Employer-sponsored career and educational advancement programs
 - Differential or "add-on" payments
 - Individual productivity compensation
 - PRN rates

Information subject to change. Products not yet released are available for preorder. Custom peer group reports and analysis are also available.

SURVEY RESULTS PRICING

PDF and Excel

Participant \$775

Non-participant \$5,500



National Cancer Centers Compensation Survey

65+
ORGANIZATIONS

Participation Opens | JANUARY 6, 2026

Publication | AUGUST 14, 2026

For undated participation dates

For updated participation dates, please see our website.

This survey report, in its eleventh year, summarizes key staff through executive position data from a combination of National Cancer Institute (NCI) designated comprehensive cancer centers and research laboratories. Participants also include clinical cancer centers and hospital-based cancer centers across the country.

SURVEY FEATURES

- Separate cuts for NCI-designated cancer centers and research laboratories
- Over 20 leadership-level benchmark positions and more than 35 staff-level positions
- Includes data for non-NCI-designated cancer centers
- Salaries as well as short- and long-term incentive awards and opportunities
- Data reported by organization size and type

Information subject to change. Products not yet released are available for preorder. Custom peer group reports and analysis are also available.

SURVEY RESULTS PRICING

PDF and Excel

Participant \$350

Non-participant N/A

* Organizations must provide data for their Cancer Center to receive the results.



National Behavioral Health Compensation Survey

2500+

170 +

ORGANIZATIONS

POSITIONS

Participation Opens | JANUARY 6, 2026 Publication | JULY 24, 2026

For updated participation dates, please see our website.

Our eighth annual National Behavioral Health
Compensation Survey includes compensation
and pay practice data on numerous staff- through
executive-level positions specific to the
behavioral health industry segment. In terms of
population health, a greater emphasis is being
placed on ensuring behavioral healthcare
services are accessible and available.
Organizations must be able to benchmark
compensation levels to recruit and retain
employees who will provide top-quality care to
their patient population.

SURVEY FEATURES

- An exhaustive list of benchmark positions, including top-level executives and staff-level patient care positions
- Comprehensive position data collected from both inpatient and outpatient behavioral health facilities, with data cuts presented for systemowned versus independently owned entities
- Organizations that complete our staff and leadership surveys will not be required to fill out a separate questionnaire for this survey; please include your behavioral health data in your staff and leadership surveys to be considered a participant
- Specialized data cuts available for participants, including regional peer groups, state cuts and more

Information subject to change. Products not yet released are available for preorder. Custom peer group reports and analysis are also available.

SURVEY RESULTS PRICING

PDF and Excel

Participant \$400

Non-participant \$5,500



National Staff Through Executive Benefits Survey

360+
ORGANIZATIONS

Participation Opens | JANUARY 6, 2026 Publication | JUNE 19, 2026

For updated participation dates, please see our website.

Our comprehensive benefits survey covers benefit programs for all employees from staff to executives. This survey contains valuable information in determining the **positioning of benefits relative to the market**.

SURVEY FEATURES

- Comprehensive data on:
 - Medical, Dental, Vision plans
 - Short & Long-Term Disability
 - Life Insurance
 - Executive Benefit Allowances
 - Qualified & Non-Qualified Retirement
 - —PTO/Vacation/Holidays
 - Perquisites & Business Expenses
 - Severance
- Backed by more than three decades of experience in design and review of benefit plans

Information subject to change. Products not yet released are available for preorder. Custom peer group reports and analysis are also available.

SURVEY RESULTS PRICING

PDF and Excel

Participant \$300

Non-participant N/A

 Organizations must provide data for their benefit programs to receive the results.



Children's Hospitals Compensation Survey

135+

POSITIONS

Participation Opens | JANUARY 6, 2026 Publication | JULY 10, 2026

For updated participation dates, please see our website.

Our 27th annual Children's Hospitals Compensation Survey includes compensation data from **executive** and **director positions** exclusively at children's hospitals.

An additional **staff level custom report** for children's hospitals is available for purchase with participation.

SURVEY FEATURES

- Participation includes over 55 of the nation's premier, independent and subsidiary children's hospitals
- Features data represented separately for organizations that are a children's hospital within a hospital facility
- More than 135 executive- and director-level positions surveyed
- Comprehensive data on:
 - Salaries
 - Salary increases
 - Incentive opportunities
 - Incentive awards

Information subject to change. Products not yet released are available for preorder. Custom peer group reports and analysis are also available.

SURVEY RESULTS PRICING

Children's Leadership PDF No Charge
Children's Leadership PDF and Excel \$350
Children's Staff PDF and Excel \$350
Non-participant N/A

* Organizations must provide data for their Children's hospital to receive the results.



National Community Health Centers Compensation Survey

280

POSITIONS

Participation Opens | JUNE 25, 2026 NOTE: the 2025-2026 participation window opens November 2025 through January 2026.

Publication | SEPTEMBER 25, 2026

For updated participation dates, please see our website.

Our National CHC/FQHC survey is available to Community Health Centers, FQHC's and Look-Alikes, Migrant Health Centers, Healthcare for the Homeless, Health Centers for Residents of Public Housing and other organizations benefiting the underserved populations.

SURVEY FEATURES

- Staff- and leadership-level benchmarks for clinical and non-clinical roles.
- Comprehensive data on special pay practices and benefits.
- Includes supplemental datacuts from other outpatient organizations.
- Data reported nationally and by region.

Information subject to change. Products not yet released are available for preorder. Custom peer group reports and analysis are also available.

SURVEY RESULTS PRICING

PDF and Excel

Participant No Charge

Non-participant N/A



Medical Director and Physician **Executive Survey**

120+ MFDICAL

16 25+

DIRECTOR **POSITIONS**

GMF POSITIONS

PHYSICIAN FXFCUTIVE POSITIONS

Participation Opens | JUNE 2, 2026 Publication | OCTOBER 2026

For updated participation dates, please see our website.

The Medical Director and Physician Executive Survey is recognized as one of the most comprehensive resources available on medical director and physician executive compensation for physicians who perform administrative-related duties.

SURVEY FEATURES

- Input from more than 5,600 medical directors, over 650 GME roles, and over 1,000 physician executive positions
- 2025 Survey contained data on 123 medical director positions, 16 GME positions, and 29 physician executive positions
- Information also provided on medical director contract administration and methodologies used to determine compensation

Information subject to change. Products not yet released are available for preorder. Custom peer group reports and analysis are also available.

SURVEY RESULTS PRICING

PDF and Excel

Participant No Charge

Non-participant \$4,500



Physician Compensation and Production Survey

162 SPECIALTIES

Participation Opens | JANUARY 8, 2026 Publication | JULY 2026

For updated participation dates, please see our website.

Our annual Physician Compensation and Production Survey provides valuable insight regarding clinical & total cash compensation paid, productivity, and pay practices for employed physicians, as well as market trends in physician compensation. The 2025 Physician Compensation and Production Survey additionally analyzed Physician Fee Schedule changes, G-Codes, economic affordability considerations and more. Going forward, the 2026 survey will look at Physician Fee Schedule/efficiency adjustment updates, recruitment incentive patterns, budgetary impacts, and more.

SURVEY FEATURES

- Data collected on more than 115,000 physicians from 1,673 individual sites of service
- Reported on 162 physician specialties found in the market
- Comprehensive source for physician compensation data
- Data reported nationally and regionally
- Data on total cash compensation, including pay practices (e.g., call pay, production and quality incentives, medical director and administrative pay, APP supervision), compensation philosophy and governance practices

Information subject to change. Products not yet released are available for preorder. Custom peer group reports and analysis are also available.

SURVEY RESULTS PRICING

PDF and Excel

Participant No Charge

Non-participant \$5,500



Physician Call Pay Survey

60+
SPECIALTIES

Participation Opens | JANUARY 8, 2026 Publication | MAY 2026

For updated participation dates, please see our website.

Our 2025-2026 Physician Call Pay Survey provides valuable insight into **call coverage arrangements** as all areas of physician compensation have become more heavily scrutinized.

SURVEY FEATURES

- 2024-2025 survey included call pay data from 63 specialties
- 2024-2025 survey had data from over 3,500 arrangements
- Data also reported by arrangement type (i.e., employed vs. independent contractor, trauma designation, etc.), for the most robust source of unrestricted call coverage data available in the industry
- 2024-2025 survey included data from 9 APP specialties

Information subject to change. Products not yet released are available for preorder. Custom peer group reports and analysis are also available.

SURVEY RESULTS PRICING

PDF and Excel

Participant No Charge

Non-participant \$4,500



Healthcare Salary Increase PULSE Survey

200+

HEALTHCARE ORGANIZATIONS | 2025

Participation Opens | JUNE 4, 2026 Publication | AUGUST 21, 2026

For updated participation dates, please see our website.

Our mid-year survey analyzes the **most recent** salary increases and budget projections for the future.

SURVEY FEATURES

- Most recent merit, market and total increases
- Projected merit, market and total increases
- Off-cycle salary increases
- Multi-year trends
- Data reported separately for staff (9 departments) and leadership (3 levels)
- Join our annual August webinar to get a deep understanding of the results.

Information subject to change. Products not yet released are available for preorder. Custom peer group reports and analysis are also available.

SURVEY RESULTS PRICING

PDF and Excel

Participant No Charge

Non-participant N/A



CUSTOM SURVEYS

Data You Need for Decisions You Make

Looking for data, or a certain cut of data, not available in our annual surveys?

Simply contact <u>GallagherIntegrated.CompSurveysMN@ajg.com</u> to learn how we can assist you and your organization.

Custom surveys can help answer compensation questions specific to your organization.

The data collected provides insight to solve complex issues related to physician, executive, director and staff compensation; governance practices; benefits and more.

Custom surveys we've conducted include association surveys, clinics, incentive plan awards and structure, board compensation, benefits, perks, governance



Unrivaled intelligence and benchmarking information gained from *thousands of participants* across the U.S.



More than *four decades* of **dedicated healthcare** compensation experience



Deeper insights at a variety of levels – so you can *lead more effectively* and manage *more competitively*

Our Capabilities

Our consultant group provides the **full-suite of compensation consulting services**, serving not only as industry leaders in executive compensation like some other consulting firms, but also as industry experts in physician, advanced practice provider, director, manager, and staff-level compensation program design and benchmarking.

Unlike many firms, our senior consultants stay heavily involved in each client engagement to ensure results of the highest possible quality.

We...

COMMUNICATE

DESIGN

DEVELOP

DRAFT

REVIEW

PLAN

RECONCILE

Consulting services we regularly provide to our clients include

- Total Compensation Reviews
- Reviewing Staff Through Executive Compensation Programs
- Designing Deferred Compensation Plans and/or SERPS
- Developing Committee Charters
- Total Rewards Statements or Tally Sheets
- Designing/Drafting Severance Plans
- Drafting Minutes (to prove that the IRS requirements for avoiding penalties are met)
- Executive Team Organization Structure, Titling
- Communicating Executive Compensation (and/or supporting the organization in dealing with media inquiries)
- Executive Performance Appraisals
- Succession Planning and Leadership Transition Planning
- Drafting and/or Reviewing Employment Contracts
- Physician Executive Compensation (both administrative and clinical compensation)
- Reconciling 990 Disclosures with Actual Pay; and, Drafting Explanations of Compensation Programs
- Staff Organization Structure, Titling



Results Pricing

NATIONAL HEALTHCARE LEADERSHIP COMPENSATION SURVEY

PDF and Excel

Participant \$1,450 Non-participant \$5,500

STAFF/LEADERSHIP BUNDLE pricing

includes National Healthcare Leadership + Staff Compensation Surveys

Participant \$2,400

MEGA BUNDLE pricing

includes Leadership, Staff, Nursing, and IT

Participant \$4,300

NATIONAL HEALTHCARE STAFF COMPENSATION SURVEY

PDF and Excel

Participant \$1,300 Non-participant \$5,500

STAFF/LEADERSHIP BUNDLE pricing

includes National Healthcare Leadership + Staff Compensation Surveys

Participant \$2,400

MEGA BUNDLE pricing

includes Leadership, Staff, Nursing, and IT

Participant \$4,300

NATIONAL NURSING COMPENSATION SURVEY

PDF and Excel

Participant \$1,250 Non-participant \$5,500

MEGA BUNDLE pricing

includes Leadership, Staff, Nursing, and IT

Participant \$4,300

NATIONAL HEALTHCARE INFORMATION TECHNOLOGY COMPENSATION SURVEY

PDF and Excel

Participant \$1,200 Non-participant \$5,500

MEGA BUNDLE pricing

includes Leadership, Staff, Nursing, and IT

Participant \$4,300

NATIONAL HEALTH PLAN COMPENSATION SURVEY

PDF and Excel

Participant \$2,000 Non-participant \$10.000

NATIONAL ADVANCED PRACTICE PROVIDER COMPENSATION SURVEY

PDF and Excel

Participant \$775 Non-participant \$5,500



^{*} Participant rate starts at \$2,000, up to a maximum of \$5,000 based on annual enrollment.

Results Pricing (Cont'd)

NATIONAL CANCER CENTERS COMPENSATION SURVEY

PDF and Excel

Participant \$350 Non-participant N/A

NATIONAL BEHAVIORAL HEALTH COMPENSATION SURVEY

PDF and Excel

Participant \$400 Non-participant \$5,500

NATIONAL STAFF THROUGH EXECUTIVE BENEFITS SURVEY

PDF and Excel

Participant \$300 Non-participant N/A

CHILDREN'S HOSPITALS COMPENSATION SURVEY

Children's Leadership PDF No Charge
Children's Leadership PDF and Excel \$350
Children's Staff PDF and Excel \$350
Non-participant N/A

NATIONAL COMMUNITY HEALTH CENTER COMPENSATION SURVEY

PDF and Excel

Participant No Charge Non-participant N/A

MEDICAL DIRECTOR and PHYSICIAN EXECUTIVE SURVEY

PDF and Excel

Participant No Charge Non-participant \$4,500

PHYSICIAN COMPENSATION and PRODUCTION SURVEY

PDF and Excel

Participant No Charge Non-participant \$5,500

PHYSICIAN CALL PAY SURVEY

PDF and Excel

Participant No Charge Non-participant \$4,500

HEALTHCARE SALARY INCREASE PULSE SURVEY

PDF and Excel

Participant No Charge Non-participant N/A

