



## **BROWN & TOLAND PHYSICIANS**

### **For Immediate Release**

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### **Brown & Toland Announces 2008 Financial Results**

SAN FRANCISCO, CALIF. (June 11, 2009) Brown & Toland announced today a strong financial performance in 2008, with an operating income of \$10.2 million before physician bonuses and taxes on total revenue of \$236.3 million. Brown & Toland remains one of California most financially successful and stable independent practice associations (IPAs), posting strong earnings for nine consecutive years.

In 2009, Brown & Toland will distribute \$10.7 million in physician bonuses. Additionally, Brown & Toland adjusted its physician compensation schedule on January 1, 2009, updating physician fees based on 2008 Medicare rates. This adjustment will result in an additional \$5.2 million to Brown & Toland physicians in 2009.

“We are continuing our strong financial performance and our enhancement of physician practice solutions to our physicians,” said Gloria Austin, Brown & Toland’s chief executive officer. “In 2008 we continued to deploy electronic tools to our physician offices, and expanded our clinical results reporting database, giving Brown & Toland physicians direct access to now more than 41 million clinical results on line. This has already resulted in a reduction of unnecessary duplicate testing.”

Since Brown & Toland launched its electronic health record (EHR), the medical group has spent more than \$12 million on its electronic initiatives not including the ongoing technical and practice support that the organization subsidizes for the benefit of its physicians. While other groups have launched EHRs in individual physician offices, Brown & Toland’s EHR is different in that it connects across its independent community physician network and to multiple hospitals and independent laboratories, resulting in a robust system that rivals the most technologically advanced physician group model.

Additionally, Brown & Toland is one of the first IPAs in the nation to build an enterprise-wide electronic health record with connectivity to hospitals and diagnostic centers. Brown & Toland’s system is not restricted to Brown & Toland patients; it is available for every patient that a Brown & Toland physician has on record. “This investment is a huge step for San Francisco in providing physicians with tools for increased quality and efficiency,” said Joel Klompus, M.D., Brown & Toland’s President. “Our strong financial performance, and our stability over the years, has given us the ability to put more dollars into programs and technology that will continue to improve both the quality and efficiency of healthcare so that our physicians are able to provide the best possible care to their patients in the Bay Area.”

#### **About Brown & Toland**

Brown & Toland Medical Group’s 1,500 physicians care for close to 170,000 HMO and approximately 160,000 PPO patients. Brown & Toland receives numerous awards for its medical excellence and preventative health care services. For more about Brown & Toland, visit [www.browncandtoland.com](http://www.browncandtoland.com).