

# STOCKTON ANESTHESIA MEDICAL GROUP, INC.

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## Seeking

We are looking for a Board Certified/Eligible Anesthesiologists for our Stockton practice. As of April 20, 2008, we are anticipating the need for 5 full time anesthesiologists.

## Who are we?

Stockton Anesthesia Medical Group, Inc. (SAMGI) is a *private practice* group of anesthesiologists. When fully staffed, we employ 16 full-time anesthesiologists and 2 part-time anesthesiologists (that work on an hourly basis, share a position and take no weekends or night call) to cover our practice in Stockton. We do not employ CRNAs.

Our group is known for our ability to provide outstanding care for critical patients, our management expertise and fiscal acumen. We are considered valued partners by our hospital. We believe in fairness and win-win negotiations. We feel poised to succeed in the future, with excellent job security.

## Where are we located?

Stockton, California is a multi-racial rural community of over 275,000 inhabitants located near the northern end of the San Joaquin Valley. Centrally located, Stockton is 40 miles south of Sacramento, California, the State Capital, and 90 miles east of San Francisco. To the south of us lie Modesto (35 miles), Fresno (120 miles) and Los Angeles (350 miles).

Right at our back door are 1100 miles of inland waterways, the San Joaquin Delta. Great fishing and water sports beckon many to sample the joys of the Delta. One can sail or power boat directly from Stockton to San Francisco Bay. The Delta contains some of the richest farmland in the world, and we enjoy wonderfully fresh fruits and vegetables as a result.

A variety of opportunities are only two to three hours away. Wonderful snow skiing at world class Sierra resorts, sight-seeing or backpacking in Yosemite, shopping in San Francisco, golf at Pebble Beach, meandering in Carmel, wine tasting in the Napa and Sonoma Valleys, and Las Vegas style entertainment at Lake Tahoe and Reno.

Housing in Stockton is moderately priced by California standards. There are many new, safe, gated and un-gated communities to choose from. Best of all, commute times to the hospitals are no more than 15 minutes. Each community is growing, yet maintains its small, valley-town identity.

## Where do we practice?

Our group has provided service at St. Joseph's Medical Center (SJMC) for over fifty years. SJMC is a medium-sized community hospital offering a full range of medical services. It is the hub of a system encompassing 9 counties and an affiliate of Catholic HealthCare West. St. Josephs is known for its excellent medical care. SJMC provides all surgical services with the exception of high-risk neonates, major pediatrics and organ transplantation.

There are six general operating rooms in the main surgical suite, two dedicated cardiac operating rooms, an operating room in the OB delivery suite, and six operating rooms in the Outpatient Surgery Department. We have just purchased new GE Aisys Anesthesia Machines and Monitors.

Adjacent to the OR suites are modern PACU's staffed with experienced, quality personnel that are all ICU certified. There are separate ICU's for surgery, respiratory and coronary care patients.

In addition to our hospital practices, SAMGI provides anesthesiology services for plastics and ophthalmology to four office-based or ambulatory surgery centers.

## What is the scope of our practice?

Our anesthesiology practice is amicable and happy, although busy. We enjoy what we do and those with whom we work. On an average day, we have anesthesiologists working in 10 ORs + 1 anesthesiologist off post- 1<sup>st</sup>-call + 1 Administrative Anesthesiologist at St. Joseph's; a Plastic Surgery Center and an Ophthalmology Surgery Center. We staff to allow for at least two anesthesiologists on vacation at all times.

Our practice is challenging, as St. Joseph's serves as a regional referral center. Our cardiac anesthesia is presently provided by seven anesthesiologists. We are doing approximately 400 cardiac cases per year with a 70% OP-CAB frequency. Our pediatric caseload is quite limited: primarily ears and tonsils in healthy kids. Ob at present is limited to coverage for C-sections and intrathecal analgesia at SJMC. We also cover Acute and Chronic Pain Services.

We have busy neurosurgical, vascular and cardiothoracic services. And yes, we see some trauma. Although SJMC is *not* designated Trauma Hospitals in this EMS area, they are a Trauma Receiving Hospital. We believe that we get our share of trauma. Yet, on most call nights we are able to sleep at least five hours in our own beds.

## What is call like?

Call is covered equitably by all full-time anesthesiologists. Three Anesthesiologists are on call every day at SJMC. How late we work on call is highly variable. There seem to be spurts of intense difficult calls interspersed with very light call days. Over the course of the year, things even out.

The length of our days is determined by past and future call. The first ones to be relieved, as rooms close, are those who were on call the previous night. Next off are those on call in the days to come. This assures that the call team from the previous and the following nights are given release priority. We attempt to coddle first call during the day. This protection allows for a less stressful night as the rooms begin to funnel down.

The number of calls that an anesthesiologist is assigned is determined by the number of weeks per year he works. Weekend and non-weekend call is prorated for all. We prorate income the same as call. In general, 1<sup>st</sup> call occurs once every 12 nights, as does 2<sup>nd</sup> and 3<sup>rd</sup> call. Weekends are about once per month. Therefore, the frequency of call works out to about once every 4<sup>th</sup> night for some sort of call.

## What about finances?

We are truly a group, in that all collections each month are placed into a common pot. From this pot all group expenses for that month are paid. The remainder is divided among all anesthesiologists according to a set formula. The formula is determined as follows.

Each year anesthesiologists are asked to submit *Time Off* requests for the following year. Generally, one is granted the number of weeks of *Time Off* requested provided that SAMGI can maintain coverage of its obligations. (We contractually require a minimum of 6 weeks of vacation per year.) If anesthesiologist takes 6 weeks of *Time Off* in 2004, he is working 46 weeks out of 52 weeks. If all anesthesiologists employed by SAMGI are working a total of 600 weeks in 2004. The anesthesiologist's Pay Factor is:

$$46/600 = 0.07666$$

This anesthesiologist will receive 7.66% of all the collections in any given month. He will also be responsible for 7.66% of all the shared expenses in any given month.

## How do I attain “partnership” status?

We do not have partnership in our group. As a corporation, all of the anesthesiologists are corporate employees.

A new associate participates as an equal in all departmental and group decision-making upon arrival. The new anesthesiologist will receive the appropriate percentage of collections for income generated during the dates of his/her employment. We will work with the anesthesiologist to assist cash flow during the first few months of employment; including attempting to gain hospital-based financial assistance.

New anesthesiologists are “at-will” employees. After a probationary period has been completed, we offer shares in Stockton Anesthesia Medical Group stock.

The hospital Anesthesia Departmental Policy and the SAMGI employment agreement state that all anesthesiologists must be Board Certified within five years of completion of training. We feel that this is an important aspect in the ability to succeed in our practice.

## How do I apply?

First, mail or email your *Curriculum Vitae*. If you do not have a license to practice in California, initiate the three-to-four month process immediately by contacting the California Medical Board.

We invite you to visit us. Working with us for a week to “try out” the practice is mutually beneficial, but not an absolute necessity. If this appeals to you, we are willing to accommodate serious candidates. You are welcome to visit either hospital any time—just let us know when you can come.

Please feel free to contact any one of us. We are happy to talk with you.

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