

**NATIONAL COLLEGE OF NATURAL MEDICINE
ALUMNI SURVEY 2010**

**INCOME AND EMPLOYMENT REPORT
DOCTORATE OF NATUROPATHIC MEDICINE (ND)**

In fall of 2010, the Office of Institutional Research and Compliance conducted a survey of all NCNM alumni. The purpose of the survey was to obtain alumni opinion regarding success of the college in meeting its educational goals as well as to obtain information on the financial success of alumni. The survey was emailed to 1401 NCNM alumni with email addresses in the NCNM tracking system. The survey received 508 full responses and 84 partial responses.

Except where noted, the following results describe alumni who received only one NCNM degree—a Doctorate of Naturopathic Medicine (ND). Of the total results, 420 full responses and 64 partial responses were received from ND-only alumni. Results for other NCNM alumni can be found in separate documents, including MSOM, MAC, and dual degree tracks.

The Office of Institutional Research and Compliance has completed an examination of gross and net income. Where we had comparable data, we compared the results with the 2009 ND alumni survey. Results of survey data analysis are posted on the NCNM website under the Alumni Surveys category and will be updated as additional information becomes available.

Quick Facts about NCNM’s ND alumni:

- 92% of respondents are employed in a healthcare field.
- 85% are *primarily* employed in a healthcare industry.
- 89% are employed in a field related to their NCNM degree.
- 83% are using their NCNM degree in clinical practice.

HOURS OF EMPLOYMENT

In 2010, alumni were asked to select the group that best describes their hours of employment. Table 1A shows how many hours ND alumni are currently employed per week. Table 1B shows hours worked from the 2009 survey. A direct comparison is not possible, since hour groupings were changed in 2010. However, the two tables show a similar distribution, with most alumni working full time.

**TABLE 1A
ALUMNI SURVEY 2010: HOURS EMPLOYED IN A HEALTHCARE FIELD
(total respondents = 463)**

	Frequency	Percent
Over 40 hours a week	140	30 %
25-40 hours a week	166	36 %
10-24 hours a week	88	19 %
Less than 10 hours a week	32	7 %
I am not employed in a healthcare field	37	8 %

TABLE 1B
ALUMNI SURVEY 2009: OVERVIEW OF NUMBER OF HOURS PER WEEK
(total respondents = 333)

# of hours worked	Frequency	Percentage
32 or more hours per week	177	53
24-31 hours per week	67	20
16-23 hours per week	53	16
8-15 hours per week	13	4
Less than 8 hours per week	17	5
retired	6	2

In 2010, alumni were further asked to select their satisfaction level with their current hours of employment. Table 1C shows satisfaction by hours worked, as well as overall satisfaction.

TABLE 1C
ALUMNI SURVEY 2010: SATISFACTION WITH HOURS EMPLOYED IN A HEALTHCARE FIELD
(total respondents = 413)

		The number of hours I work per week in a healthcare field is:		
		Fewer than what I want to be working	Exactly what I want to be working	More than I want to be working
Hours employed in a healthcare field	Over 40 hours a week	1%	16%	15%
	25-40 hours a week	8%	26%	5%
	10-24 hours a week	9%	11%	0%
	Less than 10 hours a week	6%	2%	0%
Total		24%	55%	21%

FIELDS OF EMPLOYMENT

85% of alumni respondents indicate that they are *primarily* employed in a healthcare industry. In table 2A, those alumni were asked to select all of their income sources. Similar categories from the 2009 survey are listed to the right. In 2009, participants were asked to write in a response rather than select one, making the 2009 results less accurate. Both years, healthcare practice was selected by a large majority. In tables 2B and 2C, 2010 alumni are asked what percentage of income is from overall healthcare practice, and what percentage is from medicinal sales alone.

**TABLE 2A
SOURCES OF INCOME**

2010 Alumni Survey - for those <i>primarily</i> employed in a healthcare field. (total respondents = 362)			2009 Alumni Survey (total respondents = 169)	
	N	Percent		Percent
Private practice (including group practice)	296	81.8 %	Healthcare Practice	97%
Publishing	82	22.7 %	---	---
Employed or contracted with a nutraceutical company	81	22.4 %	Nutraceuticals	5%
Education in a healthcare field	66	18.2 %	Teaching and public speaking; Education	19%
Healthcare corporation administrator	30	8.3 %	Corporation, healthcare	1%
Hospital employee	19	5.2 %	---	---
Lab employee	19	5.2 %	Lab	1%
Writing/speaking	16	4.4 %	---	---
Healthcare non-profit administrator	12	3.3 %	Non-profit	1%
Other (write-in) *	11	3.0 %	---	---
Integrated group practice with at least two other types of practitioners	6	1.7 %	---	---
Research facility	3	0.8 %	Research	1%
* Other (write-in): 3 residents, 3 nursing, 3 public health, 3 massage therapists, 2 physical therapy, 2 nutraceutical company owners, 1 university employee, 1 treatment center, 1 research, 1 policy, 1 doctor at nonprofit, 1 Planned Parenthood, 1 faculty, 1 nutritional counselor, 1 medicinary, 1 medical director, 1 in-home caregiver, 1 mental health contractor, 1 pharmacy consulting, 1 consulting, 1 college attending physician				

**TABLE 2B
INCOME FROM NCNM DEGREE
for those using their NCNM degree (total respondents = 315)**

	Mean	Median
What percentage of your income is from using your NCNM degree? (i.e., medicinary, healthcare practice, research, teaching, etc)	90%	100%

**TABLE 2C
MEDICINARY INCOME
for those in clinical practice (total respondents = 283)**

	Mean	Median
What percentage of your income is just from medicinary and medical product sales?	22%	15%

GROSS INCOME

66% of ND alumni respondents are employed 25 hours or more in a healthcare field. Table 3A shows gross income by years of practice. Median gross income rose steadily by years in practice, while mean income shows a rise after the first 4 years of practice, then a less predictable trend. The fluctuation in mean income only indicates deviation between individual incomes, but an overall rise income over time. In table 3B, 2009 results show a general rise in income, with the exception of those who have been in practice the longest, although the results are less accurate because of the small number of responses.

TABLE 3A
2010 ALUMNI SURVEY: GROSS INCOME BY YEARS IN PRACTICE

for those employed 25 hours or more using their NCNM degrees. (total respondents = 202)

	Frequency	Min	Max	Mean	Median
0-4 years	64	\$0	\$180,000	\$58,341	\$40,000
5-9 years	54	\$9,236	\$900,000	\$177,439	\$100,000
10-14 years	35	\$30,000	\$840,000	\$196,809	\$110,000
15-19 years	18	\$40,000	\$400,000	\$164,944	\$120,000
20-24 years	13	\$40,000	\$1,524,000	\$107,634	\$124,000
25-29 years	15	\$45,000	\$350,000	\$144,000	\$158,000
30 years or more	11	\$0	\$1,100,000	\$86,727	\$200,000

TABLE 3B

2009 ALUMNI SURVEY: INCOME GROUPED BY YEAR OF FIRST PRACTICE OPENED

Alumni Working 32 or more Hours per Week using their NCNM Degrees. (total respondents = 85)

Grouping by years of first practice opened	Number (total = 85)	Percent	Min.	Max.	Mean	Median
2008 & 2009	9	11%	\$17,500	\$99,000	\$42,222	\$32,000
2006 & 2007	12	14%	\$30,000	\$170,000	\$57,710	\$46,500
2004 & 2005	18	21%	\$8,000	\$150,000	\$65,378	\$48,000
2002 & 2003	17	20%	\$14,000	\$300,000	\$82,971	\$65,000
2000 & 2001	16	19%	\$30,000	\$1,100,000	\$176,438	\$100,000
1998 & 1999	6	7%	\$5,440	\$198,000	\$74,073	\$64,000
before 1998	7	8%	\$42,000	\$145,000	\$84,757	\$84,000

NET INCOME

In 2010, participants were also asked about net income, which was defined as income after expenses and before taxes. Mean and median income show an increase after 4 years of practice, then a less predictable trend. Those who have been working for 20-24 years show the highest income. Similar to tables 3A and 3B, table 4A shows a decrease in income for those who have been working the longest.

TABLE 4A
2010 ALUMNI SURVEY: NET INCOME BY YEARS IN PRACTICE
for those employed 25 hours or more using their NCNM degrees. (total respondents = 210)

	Frequency	Min	Max	Mean	Median
0-4 years	59	\$0	\$106,992	\$34,430	\$30,000
5-9 years	52	\$0	\$300,000	\$70,803	\$60,000
10-14 years	34	\$12,000	\$129,000	\$66,381	\$60,000
15-19 years	16	\$20,000	\$200,000	\$68,438	\$45,000
20-24 years	12	\$20,000	\$200,000	\$84,990	\$69,940
25-29 years	18	\$25,000	\$126,000	\$70,144	\$74,000
30 years or more	11	\$0	\$360,000	\$106,010	\$95,000

Tables 4B through 4D show income separated out by the variables of residency completion, state licensure, and additional degree or license. An overall increase is shown for those who completed a residency. Data by year does not show the same trend, but is not as reliable because of the small number of responses from those who completed a residency. Those working in states with ND licensure show an overall trend of greater income.

TABLE 4B
NET INCOME BY YEAR AND COMPLETION OF RESIDENCY
for those employed 25 hours or more using their NCNM degrees. (total respondents = 184)

	Completed a CNME certified residency			Did <i>not</i> complete a CNME certified residency		
	Frequency	Mean	Median	Frequency	Mean	Median
0-4 years	8	\$42,875	\$32,000	50	\$33,708	\$30,000
5-9 years	14	\$93,571	\$65,000	34	\$63,876	\$55,000
10-14 years	14	\$63,068	\$55,977	19	\$69,579	\$70,000
15-19 years	3	\$75,000	\$85,000	12	\$65,000	\$40,000
20-24 years	1	\$125,000	\$125,000	11	\$81,353	\$65,000
25-29 years	3	\$49,200	\$50,000	15	\$74,333	\$75,000
Total	43	\$70,548	\$60,000	141	\$56,518	\$50,000

TABLE 4B
NET INCOME BY YEAR AND STATE LICENSURE

for those employed 25 hours or more using their NCNM degrees. (total respondents = 185)

	Works in a licensed state			Works in an unlicensed state		
	Frequency	Mean	Median	Frequency	Mean	Median
0-4 years	51	\$34,729	\$30,000	9	\$34,467	\$27,000
5-9 years	41	\$72,817	\$60,000	7	\$56,612	\$60,000
10-14 years	21	\$54,998	\$55,977	6	\$74,167	\$69,000
15-19 years	12	\$73,083	\$65,000	2	\$39,000	\$39,000
20-24 years	9	\$94,987	\$74,880	2	\$22,500	\$22,500
25-29 years	14	\$68,929	\$71,500	2	\$58,800	\$58,800
30 years or more	8	\$106,250	\$87,500	1	\$85,000	\$85,000
Total	156	\$60,631	\$50,000	29	\$50,934	\$50,000

In table 4D, analysis was done for those with additional degrees or licenses. Results were limited to 15 years of practice or less because of the small number of responses for those who had been in practice longer. The table shows an increase in income for those with an ND and LAc. Those with NDs and other graduate or professional degrees had little or no difference in income.

TABLE 4D
NET INCOME WITH ADDITIONAL LICENSE/DEGREE, LESS THAN 15 YEARS PRACTICE
for those employed 25 hours or more in healthcare. (total respondents = 268)*

	Frequency	Mean	Median
ND degree only	129	\$57,226	\$50,000
ND degree + LAc	43	\$60,744	\$60,000
ND degree + graduate or professional degree in another healthcare field (medical doctor, doctor of chiropractic, registered nurse, or physical therapist)	13	\$56,343	\$55,977
All ND's	191	\$57,553	\$50,000

* dual degree participants are included in table

LOCATION

Table 5 and the following maps show the location of ND respondents, including dual degree graduates. The colors distinguish licensed from unlicensed states. 446 participants provided data on location of their practices. 94% practice in the US, 4% practice in Canada, and 1% practice in other international locations. The maps show the distribution by state for NCNM’s ND alumni who practice in the US.

**TABLE 5
PRACTICE LOCATION BY STATE - TABLE
(total respondents = 441)***

State	N	%
Alabama	1	0.2%
Alaska	6	1.4%
Arizona	10	2.3%
Arkansas	1	0.2%
California	47	10.7%
Colorado	16	3.6%
Connecticut	14	3.2%
District of Columbia	1	0.2%
Florida	2	0.5%
Georgia	1	0.2%
Hawaii	9	2.0%
Illinois	4	0.9%
Indiana	2	0.5%

State	N	%
Kansas	2	0.5%
Kentucky	1	0.2%
Louisiana	1	0.2%
Maine	5	1.1%
Massachusetts	4	0.9%
Michigan	1	0.2%
Minnesota	6	1.4%
Missouri	1	0.2%
Montana	9	2.0%
Nebraska	1	0.2%
New Hampshire	3	0.7%
New Jersey	1	0.2%
New Mexico	1	0.2%

State	N	%
New York	7	1.6%
North Carolina	2	0.5%
Ohio	3	0.7%
Oklahoma	1	0.2%
Oregon	224	50.8%
Pennsylvania	4	0.9%
Rhode Island	3	0.7%
Texas	1	0.2%
Utah	3	0.7%
Vermont	7	1.6%
Virginia	5	1.1%
Washington	28	6.3%
Wisconsin	1	0.2%
Wyoming	2	0.5%

* dual degree participants are included in table

PRACTICE LOCATION BY STATE - MAP
(total respondents = 441)*



- Licensed State
- Unlicensed State

* dual degree participants are included in map