

## NCVEI Update: Economy Tracker Results & Reminder

What is the current effect of the economy on veterinary medicine? During the first quarter of 2009, the “average” practice showed a slight increase in revenue (1-2%) compared to the same period in 2008. Most of the increase was driven by an increase in the Average Transaction Charge. Transactions in most practices were still down compared to the first quarter, 2008. Revenue growth for the second quarter of 2009 appears to be fairly flat, though transactions haven’t declined quite as much. This improvement in transaction numbers is offset by a lower increase in the ATC. The difficulty with averages is they don’t tell the story about what’s going on in every clinic. It appears that about 1/3 of the practices in the US are doing worse than these numbers indicate, about 1/3 are in this average range and 1/3 are doing better. The geographical location of your practice definitely has an impact on how you’re doing but practices in who are focusing on client service, better practice management and outreach activities are less impacted than those who are not doing these things.

Please enter your monthly revenue and transactions for August and any previous months you haven’t already completed so we can continue to track the impact of the recession and the post recession period on veterinary medicine. If you haven’t visited NCVEI in the last week, you may be surprised at the new look. Simply log in as you usually do and you’ll be taken to the benchmarking tool section. The Economy Tracker is listed on one of the top tabs. Thank you for participating!

As always, if you have any questions or comments about anything the NCVEI is doing, please e-mail us at [Info@NCVEI.org](mailto:Info@NCVEI.org) or call 847-925-1230 for assistance. If you know any other members of the veterinary profession who still haven't utilized the NCVEI's FREE benchmarking program, please pass this e-mail message on to them. The more users of the benchmarking tools there are - the better the results for everyone!

The National Commission on Veterinary Economic Issues was founded in January 2000 with a mission of raising the economic base of veterinary medicine. A wide-ranging group of benchmarking, pricing and communications tools as well as other resources are available, free of charge, at [www.NCVEI.org](http://www.NCVEI.org). The Commission is a not-for-profit organization governed by a Board of Directors representing the three founding organizations: American Veterinary Medical Association, American Animal Hospital Association and the Association of American Veterinary Medical Colleges. Funding is provided by members of the NCVEI’s Sponsor Council that includes Merial, Hill’s Pet Nutrition, Veterinary Pet Insurance, Fort Dodge Animal Health, Bayer Animal Health, CareCredit, Simmons Educational Fund and the Western Veterinary Conference.



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