

November 2021

Dear IHA Members and Friends –

For the last six years, Healthcare Business Ventures, Inc., a subsidiary of the Idaho Hospital Association, has enjoyed a positive and productive relationship with Merritt Hawkins, one of the nation’s leading permanent physician search firms.

Merritt Hawkins is one of Healthcare Business Ventures’ limited endorsed partners that provides support and education directly to our members. The relationship with Merritt Hawkins complements the mission of IHA and we enthusiastically endorse their services to our 48 member hospitals and our healthcare-related partners.

Merritt Hawkins, an AMN Healthcare, Inc. company, (NYSE: AMN) is the largest permanent placement physician and allied health search and consulting firm in the United States. Merritt Hawkins conducts more than 5,000 permanent physician search assignments each year. Their 32-year track record in the industry speaks to their expertise and trust.

As you are aware, Idaho is a very diverse state in population, geography, and community dynamics. During our partnership with Merritt Hawkins, they have successfully placed physicians in small, rural communities like Lapwai (10 placements!), to large, metro areas like Boise. They have placed more than 90 permanent healthcare providers in Idaho and, on average, placed those providers in three to four months with 93% staying four or more years!

The healthcare dynamics vary from market to market and Merritt Hawkins has demonstrated their ability to work and develop long-term relationships in challenging and unique environments.

In addition to individual engagements, Merritt Hawkins is one of our premier education providers around physician trends and recruitment. They have spoken with great results at meetings for targeted audiences and our full membership. Their published materials, such as the Annual Review of Physician Recruitment Incentives, The Survey of Final Year Medical Residents, and the Survey of Physician Inpatient/Outpatient Revenue provide valuable information that our members rely on to develop physician recruitment strategies.

As your team looks to add permanent healthcare providers in the future, we know with Merritt Hawkins on our team, IHA and Ventures can be a great resource for you in those efforts. Please let me know when I can introduce you to our industry-leading friends at Merritt Hawkins.

Sincerely,



Brian Whitlock
President and CEO